

THE NATIONAL Provisioner

FAMILIAR BRANDS

attract
HER HANDS
(and eyes)

John Morrell & Company, Ottumwa, Iowa, say:

"The success of our picnics since we wrapped them in Cellophane has proved to us how women remember an attractive package and a well-known name.

"It has taught us, too, how retailers like to give an attractive package preferred display.

"'Cellophane' transparent wrapping has accomplished both purposes. This sparkling wrap dresses up our picnics, catches the shopper's roving eye. It lets the shopper *see* the product itself... and at the same time definitely establishes our brand name, thus assuring repeat business."

Cellophane
TRADE MARK

"Cellophane" is a trade-mark of
E. I. du Pont de Nemours & Co., Inc.



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If you'd like some help when planning a new package, just call our Field Representatives. No obligation. Just write: "Cellophane" Division, Du Pont, 350 Fifth Avenue, New York City.



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You can lower costs and obtain greater profits by using a safe, dependable "BUFFALO" Stuffer.

Carefully designed features of construction assist you in speeding up the stuffing operation, help save time and

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The exclusive patented Superior "BUFFALO" Piston was scientifically designed by a "BUFFALO" Engineer, to lift the meat in the smooth polished, skillfully machined cylinder gradually with minimum air pressure and drop rapidly when the air is shut off.

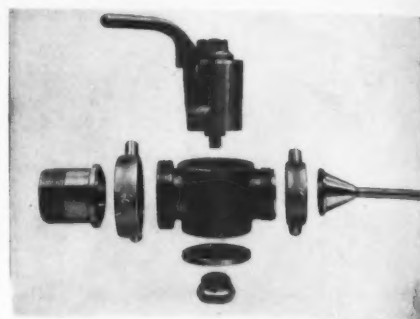
Absolutely guaranteed to be leakproof. "BUFFALO" Stuffers eliminate the risk of spoilage, which means satisfied customers, repeat business and more money in your pocket.

JOHN E. SMITH'S SONS CO.

50 BROADWAY

Est. 1868

BUFFALO, NEW YORK



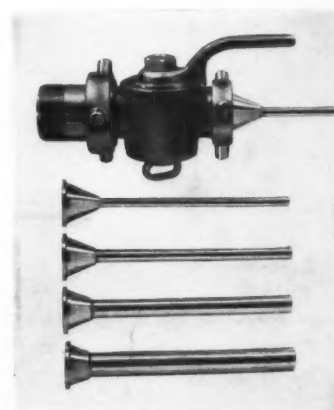
SIMPLIFIED MEAT VALVE DESIGN

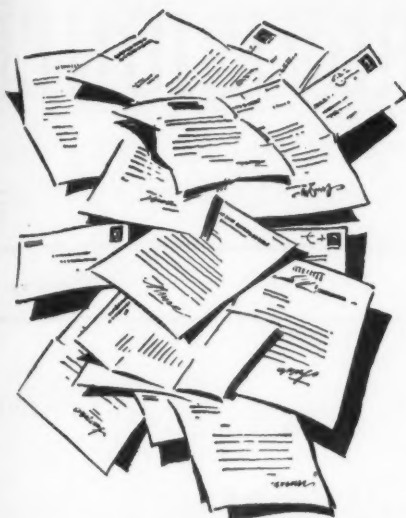
Every detail has been considered in the design of the "BUFFALO" to free our many users, in both large and small plants, from stuffing worries.

The skillfully fabricated, closely fitted stainless meat valves have an extra large opening which increases production by allowing a rapid, even flow of meat through the carefully made stainless steel stuffing horns.

They are quickly taken apart for cleaning and the main stem is cleverly tapered so that it will wear in, not out.

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EXCHANGE PLAN CUTS
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Low gas and oil costs are only a part of Ford V-8 Truck and Commercial Car economy. Maintenance expense is also low because sound design, quality materials and precision manufacture make trips to the repair shop few and far between.

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THE NATIONAL PROVISIONER

The Magazine of the Meat Packing and Allied Industries

Volume 96

MAY 8, 1937

Number 19



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★

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"THE NATIONAL PROVISIONER
DAILY MARKET SERVICE" reports
daily market transactions and
prices on provisions, lard, tallow
and greases, sausage materials,
hides, cottonseed oil, Chicago hog
markets, etc.

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CUTS BEEF DAY AFTER KILLING with

F. Thomas, Pres. Lima Packing Company, Reports
 Quicker Cooling, Greater Sanitation after Replacing
 Bunker Coils with **Carrier** Cold Diffusers

Carrier AIR CONDITIONED Refrigeration

SATISFACTORY? Ask President Thomas what he thinks of Carrier Air Conditioned Refrigeration, as compared with the old-fashioned bunker coils formerly used. He'll tell you that . . .

MEAT CHILLS QUICKER . . . for the Carrier Cold Diffusers keep the refrigerated air constantly in motion, preventing "dead spots" and "pockets," and reaching every part of the room. Controlled humidity keeps the meats fresh and clean—no discoloration. Even with the room filled to capacity with freshly-killed meat—there's no fog, no steam; and dripping walls are unheard of.

Modern Refrigeration DEMANDS **Carrier** Cold Diffusers

WET, steamy, foggy cooling rooms are going out of the meat packing picture—fast! In their place you find rooms that are always clean, dry, free from odors—where meats are fresh and free from discoloration. And meat packers are finding that the Carrier Cold Diffusers which make this condition possible, are just as economical to own and operate as they are sanitary. For example, when you replace bunker coils with Carrier Cold Diffusers, you immediately increase your storage space. Because the air is constantly circulated, your meats chill more quickly, can be marketed sooner. The controlled humidity which eliminates dripping ceilings also prevents discoloration—and keeps rails and conveyors from rusting. Any way you figure it—it's an investment

that pays immediate dividends.

It's costing you time and money every minute you delay getting the facts about Carrier Air Conditioned Refrigeration. So why not call your local Carrier representative right now? Before the summer rush—before building costs increase further? Remember, Carrier developed air conditioning—and was the first to apply its principles to refrigeration.

CARRIER CORPORATION, Desk 304,
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IT'S A SHOW PLACE! That's the only way to describe the cooling room, with its dry, clean walls, ceilings and floors. Trolleys and conveyors have no rust—and they never will—with Carrier Cold Diffusers keeping the air clean, fresh, properly humidified.

Here's Proof of record economy-record dependability

A. A. A. officials selected the half-ton pick-up at Chevrolet's Flint plant.



Over high peaks in high gear the truck went forward, never faltering.



CHEVROLET "ECONOMY MODEL" TRUCK

hauls certified 1000-pound load

10,244 MILES

at cost of
less than

1¢ PER MILE for gas



The searing sands of the desert, with temperatures up to 116 degrees, were met with ease.



The thermometer held below freezing for days, with highways covered with snow.

This Chevrolet "Economy Model" truck was equipped with Genuine Chevrolet Accessories.



The first oil—two quarts were added at San Francisco, after 3,850 miles.

City officials joined in welcoming the half-ton pick-up truck back to Detroit.



Study this Unequalled record—then buy CHEVROLET TRUCKS

Location of Test.....	"Round the Nation —Detroit to Detroit"
Distance Traveled.....	10,244.8 Miles
Gasoline Used.....	493.9 Gallons
Oil Consumed.....	7.5 Quarts
Water Used.....	1 Quart
Gasoline Cost.....	\$101.00
Gasoline Mileage.....	20.74 Miles per Gallon
Average Speed.....	31.18 Miles per Hour
Running Time.....	328 Hours, 31 Minutes
Gasoline Cost per Mile.....	\$.0080
Average Oil Mileage.....	1,365.9 Miles per Qt.
Total Cost of Repair Parts.....	\$.73

These records have been certified by the A. A. A. Contest Board as being officially correct.

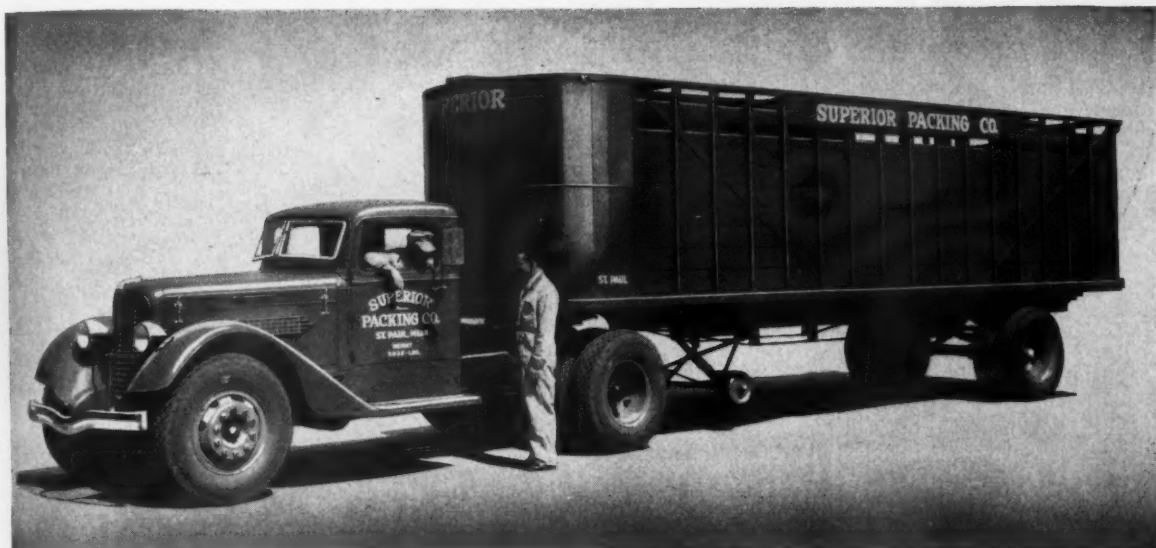
Here, in these amazing facts and figures, is definite proof that Chevrolet trucks are the best trucks for you! . . . See your nearest Chevrolet dealer today, and buy Chevrolet trucks for more power per gallon, lower cost per load—for maximum dependability and maximum all-round economy.

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DETROIT, MICHIGAN
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"MORE POWER per gallon LOWER COST per load"

FRUEHAUF TRAILERS CUT "Dead Mileage" TRUCKING COSTS



THE fact that you use Trailers won't eliminate "dead mileage," but Trailers will cut this expense considerably.

REASONS WHY

The minor reason is that Trailers make your haulage units more adaptable to miscellaneous loads. They provide loading space for bulk hauls—the carrying capacity for heavy concentrated loads.

The major reason is that Trailers enable you to use *light power units*. Instead of using a 3-ton truck, for example, you use a 1½-ton tractor-truck and Fruehauf Trailer. Both haulage units have the same tonnage capacity, but on empty return trips with a tractor-trailer you are holding close to 1½-ton truck speeds and operating costs.

HOW TO GET A CHECK-UP

Cutting "dead mileage" expense is only one of many reasons why Fruehauf Trailers are

popular with meat packers. You should have the complete story—and know its possible application to your business. For these facts write us saying "Have your man 'phone me for an appointment." Such request does not obligate you—it should lead to big savings for you.

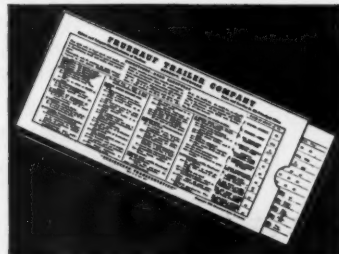
Oldest and Largest Manufacturers of Trailers

FRUEHAUF TRAILER COMPANY
10918 Harper Avenue - Detroit, Michigan

Sales and Service In All Principal Cities

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JUST off the press—second edition of *Slide Rule of Highway Laws*. Shows truck and trailer size and weight restrictions in all states, corrected as of April 19. Simple, accurate, up-to-date. Includes handy cost-comparison chart. Use coupon to get your copy.



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"ENGINEERED
TRANSPORTATION"
REG. U.S. PAT. OFF.



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Elliptical yielding springs eliminate cover tilting and exert a firm, wide, flexible pressure. Perfectly shaped, evenly molded boiled hams are always produced.

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Adelmann Ham Boilers are easiest to handle, quickest to operate, reduce shrinkage, and lower operation costs. They are simple to clean, last longer, perform better, produce the kind of boiled hams that really sell!

Adelmann Ham Boilers are made of Cast Alumi-

num, Tinned Steel, Monel Metal, and Nirosta (Stainless) Steel, the most complete line available. Liberal trade-in schedules make it actually *profitable* to dispose of worn, obsolete equipment for new Adelmann Ham Boilers. Ask for booklet "The Modern Method" today.

ADELMANN—"The Kind Your Ham Makers Prefer"

HAM BOILER CORPORATION

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AT LOW COST**

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tive full-pressure engine lubrication, extra rugged full-floating rear axle and dozens of other important advantages that definitely assure improved performance, greater dependability and increased economy... You, too, are urged to see GMC for quality at low cost—the 1½ ton type or any other size from ½ to 12 tons that fits your needs. All are priced low on any basis of comparison. All are exceptional values.

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LOWER THAN AVERAGE**

Time payments through our own Y. M. A. C. Plan at lowest available rates

GENERAL MOTORS TRUCKS & TRAILERS

GENERAL MOTORS TRUCK & COACH

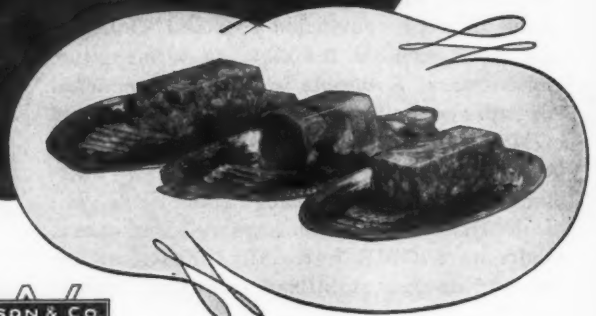
DIVISION OF

YELLOW TRUCK & COACH MANUFACTURING COMPANY, PONTIAC, MICHIGAN

Attractive **BECAUSE OF INNATE QUALITY**



Jellied Meats really sparkle and display the product to BEST advantage when made with



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"The Standard of the Gelatin Industry"

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GENUINE
VEGETABLE PARCHMENT

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KALAMAZOO VEGETABLE PARCHMENT COMPANY
PARCHMENT (Kalamazoo County) MICHIGAN

Quality Counts!

Dependable Selection
Uniform Quality
Prompt Service

Armour's
BEEF - HOG - SHEEP
CASINGS

Always the Best

ARMOUR AND COMPANY

CHICAGO

THE NATIONAL PROVISIONER

MAY 8, 1937

*The Magazine of the Meat
Packing and Allied Industries*

PACKER at HALF-WAY POST

★ Take Care of Today and the
Future Will Take Care of Itself

STANDING at the half-way mark, the meat packer looks back on the first half of his fiscal year with mingled feelings.

Was he too optimistic during the first three months, when he filled his cellars during heavy hog runs and built up an inventory much of which he is still carrying? Did he discount the future too heavily?

Since that time he has seen operating costs mount up—increased wages, taxes, supplies. How can these increased costs be offset?

Cut-out results are better in recent months, but there is the ever-present need to buy hogs on the basis of cut-out values. There are operating economies possible through better plant supervision, and always opportunity for better merchandising.

Checking Plant Operations

The thoughtful packer is considering these things as he reaches the end of the half year, and wondering what he can do in the next six months to improve the picture. The inventory "post mortem" is over, and he calls in his superintendent to check up on plant operations and possible savings in that direction.

PRESIDENT: Before discussing our plans for the last half of the fiscal year, let us review briefly the first six months' operations.

The results, as you know, are only fair—nothing to brag about. We were overly optimistic in November, December and January. Like a lot of others we got the idea that, on account of high corn prices, the bulk of the hogs would be pretty well marketed by the middle of January.

So we largely disregarded trade conditions and

cut-out values and filled our cellars and freezers. Consequently, we have on hand an inventory which, with carrying charges, cost us considerably more than the present market.

Learning from Mistakes

We can learn from our mistakes. Our big mistake was anticipating inventory profits that failed to materialize. Also I think we could have done a better merchandising job. Our hogs have cut out better the last two or three months—we must constantly strive to buy hogs on the basis of cut-out values.

One of the evils of the pork business is the thought



and effort expended in attempting to discount the future. Worry about the future, may cause us to overlook present opportunities. I do not mean we should not get all the information we can regarding future livestock supplies, probable trend of product prices and economic conditions.

But our big job is to *operate every day to the best advantage*. Therefore, we will devote our time this morning to matters that affect our day-to-day operations.

Meeting Higher Costs

Our operating costs have been substantially increased by higher wages, taxes, supplies, etc. I would like to know, Mr. Jones, what you are doing in the plant to offset higher costs.

SUPERINTENDENT: I have been and am quite concerned over the higher costs. For several weeks I have been making a personal survey of every department for the purpose of correcting everything I find out of line, and effecting every possible improvement. I have found many things to correct and many improvements to make. I am making some headway, but there is still a lot to be done in checking up the men.

PRESIDENT: I appreciate your frank statement, am sure you are working along the right lines by finding out for yourself what is wrong. Our business requires constant supervision and vigilance. Small leaks here and others there can quickly reduce the meagre profits of the business to the vanishing point.

Leaks That Cost Money

For instance, I noticed this morning on the cutting floor carelessness in pulling pork loins. Too many were scored, some pulled too wide, some too narrow. Some bellies were improperly trimmed, quite a few fresh pork packages were not filled to capacity. Meat in the trimming room was piled too high, causing unnecessary shrinkage.

In the packing room I notice we are using paper that is too large in wrapping light average hams and picnics, and here again I found packages not filled to capacity.

In the sausage cooler I found a number of pieces

of broken large bologna, caused by poor stuffing or careless handling. These are only examples of what I noticed. I found preventable losses in other departments.

Checking the Foremen

The impression I got was that *some foremen do not realize the losses the company has sustained through preventable waste*, nor do they seem to realize that this kind of product will not satisfy our customers. How do you account for these conditions?

SUPERINTENDENT: I can't account for them. I have repeatedly taken up these matters with the foremen.

PRESIDENT: I am afraid they were not taken up in the right manner; anyway, they were not stopped. *It is one thing to give instructions and another to know they are being followed*. I am quite sure if foremen had to pay for preventable losses we would have very little waste of this character.

SUPERINTENDENT: I have no wish to shirk responsibility. I have been perhaps too lenient, and I can assure you that a big improvement will be made.

A New Plant Program

PRESIDENT: All right, *let's begin today to do a better job*. Keep in mind that "the Boss is the pace-maker." If he gets in the habit of overlooking matters, the men will become careless.

We agree that considerable improvement can be made in our plant operations; therefore, our definite plant operating program for the next six months will be to *eliminate preventable losses, to improve our workmanship, and to operate as economically as possible*. This program, if followed consistently, will reduce costs and improve our products.

How we merchandise our present inventories will have an important bearing on our year's results. Therefore, we will devote our next conference to our sales program.

Mr. Packer President: is on the war-path again. Watch for his next meeting, when he gets his Sales Manager on the carpet!

STOCKS of cured pork meats and lard increased at seven principal packing centers during April. Meat stocks totaled 234,000,000 lbs., against 225,500,000 lbs. a month ago and 148,600,000 lbs. a year ago. This does not include frozen pork stocks. Total lard stocks were 156,600,000 lbs. compared to 149,000,000 lbs. a month ago and 46,000,000 lbs. a year ago.

♦ ♦ ♦

Federally-inspected hog slaughter at eight principal packing points declined during the last week in April below that of a week and a year ago. However, for the four weeks ended April 30, slaughter at these points totaled 1,083,000 head, against 956,250 head last year. Average weight of hogs was considerably lighter.

MARKET Trends

Cattle marketings in April dropped 100,000 head from April a year ago. With this decrease in beef supplies there should be improved demand for pork meats.

♦ ♦ ♦

Imports of live animals and meat continue to increase. During the first quarter of 1937 there was imported from Canada 59,634 cattle, 14,611 calves and 22,397 hogs. In the first quarter of 1936 the import was 37,307 cattle, 5,197 calves, 15,430 hogs.

Canned ham imports at New York during 1937 up to and including the week ended May 1 totaled 15,494,281 lbs., against 3,517,492 lbs. for same period of 1936.

♦ ♦ ♦

Four times as many hams in tins were imported into the United States through the port of New York during the week ended May 1, 1937, as in the same week in 1936, the total being 1,771,419 lbs. against 417,331 lbs. last year.

♦ ♦ ♦

Meat imported from Canada in the first quarter of 1937 included 4,856,900 lbs. of fresh pork and 732,200 lbs. of bacon. This was nearly double the import of the 1936 period.

PORK IMPORTS *in March* DOUBLE *Those* LAST YEAR

IMPORTS of fresh and cured pork during March, 1937, were more than double those of the same month of 1936, and exceeded exports for the month by more than 2,000,000 lbs. Imports of beef were slightly lower than those of March, 1936, and for the first

three months of 1937 imports of beef and veal were only about half of those of the first quarter of 1936.

March exports and imports, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

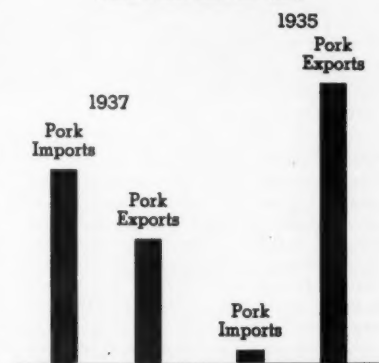
	March, 1937. lbs.	3 mos. 1937. lbs.	3 mos. 1936. lbs.
IMPORTS.			
Beef, fresh.....	350,908	1,102,043	1,123,055
Veal, fresh.....	36,723	66,448	38,098
Beef & veal, pickled or cured.....	115,566	365,411	429,680
Beef, canned.....	7,123,250	11,807,005	22,838,303
TOTAL BEEF & VEAL.....	7,626,447	13,341,507	24,429,136
Pork, fresh.....	2,121,944	5,545,032	2,544,967
Hams, shoulders & bacon.....	5,094,635	13,056,082	3,971,721
Pork, pickled, salted & other.....	355,329	932,579	615,195
TOTAL PORK.....	7,571,908	19,533,693	7,131,883
EXPORTS.			
Beef & veal, fresh.....	512,799	1,128,600	1,142,026
Beef, cured.....	643,677	1,296,126	1,077,646
Beef, canned.....	341,029	1,023,139	513,740
TOTAL BEEF & VEAL.....	1,497,496	3,447,865	2,733,412
Pork:			
Fresh, carcasses.....	19,552	39,271	41,163
Fresh, loins & other.....	555,076	1,426,222	665,716
Cumberland & Wiltshire sides.....	14,003	28,843	103,999
Hams and shoulders.....	3,215,920	7,544,667	8,066,671
Bacon.....	315,742	739,921	610,012
Pickled.....	444,896	1,356,081	1,887,800
Canned.....	545,636	2,139,374	1,927,436
TOTAL PORK.....	5,110,825	13,274,379	13,302,797
Lard.....	7,375,853	20,749,709	29,297,579
Sausage.....	282,455	771,674	595,423
Sausage ingredients.....	149,098	342,612	455,189

cwt. This compares with a price average of \$8.45 in April, 1936 and \$11.05 two years ago.

Sheep and lamb receipts at the seven markets during April totaled 902,973 head, compared with 896,002 in April, 1936. Receipts at these markets for the five months of the fed lamb season ending with April totaled 4,484,385 head, compared with 4,400,737 in the like period a year ago and 4,529,121 head two years ago. Average weight of sheep and lambs slaughtered at Chicago during the month was 86 lbs. and average price of lambs was \$12.40, which compares with \$12.00 in March and \$10.90 in April, 1936.

IMPORTS EXCEED EXPORTS

(First 3 mos. 1937 and 1935)



Exports of all pork, including canned product, totaled only 11,920,000 lbs. during the first three months of 1937, compared with pork imports of 18,601,000 lbs. during the same period. This is in direct contrast with 1935, and earlier years when the United States was one of the great pork exporting nations of the world.

MORE HOGS *and* FEWER CATTLE

MORE hogs and lambs—but fewer cattle—were marketed at the seven principal packing centers during April than in the same month a year ago. Cattle receipts were 100,000 head less, hogs 13,000 more and sheep and lambs 7,000 more.

During the seven months of the present hog crop year marketings of hogs at seven principal points totaled 9,020,142 head, compared with 6,807,770 in the like period a year earlier, and 8,949,564 two years ago. April marketings at these points totaled 864,999 head, compared with 852,025 head in April, 1936.

Federally-inspected hog slaughter at eight large points during the four weeks ended April 30, 1937, totaled 1,082,946 head, compared with a slaughter of 956,237 head in the four weeks ended May 1, 1936.

Hogs Are Lighter

Average weight of hogs at all points was considerably lighter than average weight in April a year ago, as shown by the following comparisons:

AVERAGE HOG WEIGHTS.

	Apr., 1937.	Apr., 1936.
Chicago.....	243 lbs.	249 lbs.
Kansas City.....	215 lbs.	217 lbs.
Omaha.....	230 lbs.	254 lbs.
E. St. Louis.....	211 lbs.	214 lbs.
St. Paul.....	216 lbs.	242 lbs.

Cost of hogs averaged less during April this year than last, as shown:

AVERAGE HOG COSTS.

	Apr., 1937.	Apr., 1936.
Chicago.....	\$ 9.97	\$10.47
Kansas City.....	9.75	10.23
Omaha.....	9.67	9.99
E. St. Louis.....	10.00	10.49
St. Paul.....	9.69	10.00

Fewer Cattle Marketed

April cattle marketings at the seven principal centers totaled 498,357 head, compared with 601,547 in April, 1936. Some idea of the quality of these cattle is indicated by gradings at Chicago, where of the 80,603 beef cattle received only 6.1 per cent graded choice and prime, 57.9 per cent good, 30.9 per cent medium, and 5.1 per cent plain.

Average weight of all beef cattle received in Chicago during April was 972 lbs. and average price \$10.75 per

MEAT SUPPLIES COST MORE

One important reason for higher meat prices is to be found in increased cost of livestock. During March, 1937, federally-inspected packers paid 37½ per cent more for their livestock than in March, 1936, and nearly 30 per cent more than the 5-year-average for March. In dollars the increase was \$21,000,000 over a year ago and \$56,000,000 over the five-year average.

Principal increase during March, 1937, was in the cost of cattle, for which \$58,000,000 was paid, compared with \$46,000,000 last March and \$36,000,000 as the average for March of the past five years. Calves cost \$8,000,000, which was 25 per cent more than a year ago. Hogs cost \$67,000,000, which was \$7,000,000 more. Sheep and lambs cost \$13,000,000, which was one million more than last year and 33½ per cent over the five-year-average for March.

Do you need a superintendent or foreman? Watch Classified page.

MERCHANDISING MEAT



• News from the meat selling front • Helps for meat manufacturers and dealers

MEAT AND SAUSAGE Sales Over 2½ BILLION DOLLARS

MEATS, sausage and meat products sold by 1,974 meat packers and sausage manufacturers in 1935 were valued at slightly more than \$2,600,000,000 by the U. S. Census of Distribution, just issued. Of this total 1,210 meat packing companies accounted for \$2,477,829,000 and 764 sausage plants for \$140,515,000.

Of total sales made by both packers and sausage manufacturers, about one-third moved through company wholesale branches and something over another third through chains and independent retailers. The next largest outlet is through wholesalers and jobbers not affiliated with either packers or sausage manufacturers. Still other outlets were industrial and other large consumers of meats and meat products, packer retail stores, and a small percentage direct to consumers.

Sales were divided among channels of primary distribution as follows:

SALES DISTRIBUTION IN 1935.

Sales to—	Meat Packing	Sausage Mfg.
	Amount of Sales (add 000)	Amount of Sales (add 000)
Own wholesale branches....	\$ 794,645	\$ 35,122
Industrial and large users...	80,795	6,223
Wholesalers and jobbers....	369,134	20,697
Own retail stores.....	16,759	5,425
Retailers and chains.....	857,713	56,464
Consumers.....	6,938	3,388
Total distributed sales....	\$2,125,984	\$127,319
Transfer to own plants.....	236,260	12,576
Sales not allocated.....	115,585	620
Sales through agents, brokers	92,586	2,971

Only 730 of the 1210 meat packing firms operating in 1935 reported their total selling expenses. These 730 plants had total net sales of \$2,050,472,000 and their total sales expense amounted to \$79,748,000, of which \$31,484,000 was

for salaries and \$48,264,000 for other expenses. The total sales cost amounted to 4.4 per cent of net sales. The reporting packers had 15,555 male and 1,819 female employees connected with selling.

Sales expenses of the 333 sausage firms reporting their costs totaled \$7,239,000, or 11.6 per cent of their total sales of \$63,800,000. These firms spent \$4,106,000 for payrolls and \$3,133,000 for other selling expenses.

SALES COST COMPARISON.

	Meat Packing.	Sausage Manufacturing.
Number firms reporting.	730	333
Total sales	\$2,050,472,000	\$63,800,000
Total sales expense.....	\$79,748,000	\$7,239,000
Expense per cent of sales	4.4	11.6

SAUSAGE IN ILLINOIS

Restrictions would be imposed on ingredients used in sausage manufacture under a bill (H-594) which has been introduced in the Illinois legislature and referred to the committee on public health. Under the proposed law sausage would be considered adulterated or unwholesome:

1.—If it contains added water or ice in excess of quantity required to bring the amount of moisture up to that contained in meat ingredients immediately after slaughter, excepting water or ice added to facilitate grinding, chopping and mixing, and which shall in no case exceed 7 per cent as determined by methods prescribed by the Department of Agriculture;

2.—If it contains any cereal, vegetable flour, vegetable product, milk powder or cracklings;

3.—If it contains any coal-tar dye,

COOKED LOIN APPEAL

Printed cellulose casings are being successfully applied to many meat products other than sausage. Boiled hams, meat loaves, smoked hams and butts, boned shoulders and picnics, Canadian style bacon, etc., are being marketed in large volume in these containers.

Here is a cooked pork loin in a printed casing, processed and packed by Vette & Zuncker, Chicago. Casing is a Sylphcase K.

boric acid or borates, sulphites, sulphur, dioxide, sulphurous acid, or any substance injurious to health;

4.—If it contains any contaminated or unhealthful substance, or is manufactured in whole or part from such a substance, or is manufactured from a substance which is stored, transported or kept in such a manner as to make it unwholesome.

LABEL ILLUSTRATIONS

Illustrations of meats cooked and ready to serve are being used on cartons, labels and wrappers by many packers. The general opinion is that these are important features in getting consumer attention and creating appetite appeal. However, occasionally a packer is found whose experience with these illustrations has made him doubtful of their value.

In planning illustrations for labels and packages it is important that the dishes pictured appear as not too elaborately prepared. The impression of fussiness, and that they are difficult to make ready for the table, should be avoided. It is better to show the meats as simple dishes rather than as an elaborate preparation which conveys the idea of requiring much time in a hot kitchen. Naturally the woman seeking convenience and ease in meal preparation will avoid those products whose labels convey the opposite.

Packers using these types of illustrations might examine them critically to determine whether or not they convey the impression of a need for lengthy or elaborate preparation. If they do, then perhaps this is the reason why some new designs of containers and labels have not done the selling job expected.

PROTECTING LIVER SAUSAGE

Liver sausage is a delicate product, and unless handled carefully is easily bruised in the shipping cooler or during delivery, often to the extent of detracting considerably from good appearance.

To prevent such damage Herrud & Co., Grand Rapids, Mich., protect liver sausage during delivery by wrapping the product in a sheet of corrugated board held in place with rubber bands. The idea has worked very successfully. The wrapper not only protects against bruising and soiling, but favorably impresses customers with the care taken by the company to deliver products in the best possible condition. Wrapper is removed by retailer before displayed.



CANNED *Meats*

Display Possibilities Give Them Sales Advantage

CONSIDERED from the standpoint of retail sales, canned meats have an important merchandising advantage not possessed by many meat products—they are not perishable and, therefore, may be used effectively in the modern store arrangement and layout in which all other considerations are subordinated to display.

Food products today, more than ever before, are being "brought down from the shelves and from under the counters!" In fact, shelves and counters are rapidly disappearing. In their place appear aisle displays and benches accessible to customers, on which products can be closely inspected. The result is that "impulse" sales are coming more and more to represent a larger percentage of total purchases.

Modern Display

With facilities for close and careful inspection available, quality of products—when visible through wrappings and attractiveness of containers—is becoming even more important. How this modern food store planning and operation will affect meat sales has been a matter of speculation among

CANNED MEAT WINDOW DISPLAY

Products in tins and glass form an attractive and effective display in the Golden Rule department store, St. Paul, Minn.



alert meat merchandisers for some time.

Canned meats, because they can be displayed on an equal basis with other non-perishable foods, offer the packer one of his greatest opportunities to cash in on impulse sales and to offset consumer impulse buying of other foods. It is this feature that will influence their greater use and display in food stores.

All Canned Meats

An idea of the careful attention given to canned meat display and advertising by one large store may be gained from the accompanying illustrations. The photographs were taken in the Golden Rule, one of the larger department stores in St. Paul, Minn.

In this store an entire department is now devoted to displaying and dem-

CANNED MEAT STORE DISPLAY

Canned meats, because they are non-perishable, can be displayed in the modern manner, and offer the packer one of his best opportunities to build impulse sales. Government inspection is featured.

onstrating Wilson's Certified canned meats. A uniformed demonstrator is in constant attendance. Merchandising efforts, in addition to attractive, colorful displays, include local newspaper advertising and a direct mail campaign planned to reach every housewife in the Twin City area.

Too few women are acquainted with the high quality and general desirability of modern canned meat products. Newspaper advertising, therefore, is designed to sell St. Paul housewives on the idea that the proof of the pudding is in the eating, and to induce them to visit the Golden Rule food department and actually see, taste and buy such canned meats.

Feature U. S. Inspection

One of the unusual features used in one of the recent canned meat displays in this store was a large picture of Uncle Sam looking down on the products. This, with an "O. K." alongside the picture, was an interesting and effective way to advise consumers that the fine products comprising the display were all packed under careful government supervision.

Interesting and appealing displays of canned meats are also made in the store windows. A full line of Wilson's canned meats in both tins and glass is carried in stock. The merchandising campaign was planned by Messrs. Simon, Eiden, Levish and Sanders, Golden Rule store officials, with the assistance of M. W. Stults, local Wilson & Co. sales manager.



of the New **FIRST SHOWING** **INTERNATIONALS**

International Harvester presents a great new line of trucks—a major news story for the transportation world—a personal news item for every user of trucks!



HERE is the first announcement of the new International Trucks in the gleaming metal dress of today and tomorrow. Here are *eye-values* that tell their own story, ultramodern styling to please every owner and driver, your customers and the general public. But *eye-values* are not the whole story; more important, in these new trucks, are *new values underneath the surface*.

Consistent International policy, adhered to through more than 30 years of ALL-TRUCK manufacture, is your guarantee that an entirely new beauty of exterior in International Trucks

brings also *advanced engineering throughout the mechanical product*.

New standards of utility and performance are offered you in every model of this new line, in sizes ranging from the Half-Ton unit (shown above) up to powerful Six-Wheelers. The new International Trucks are at your service, on display at International dealer and branch showrooms. Folders describing sizes and styles used in your own hauling work will be sent on request.

INTERNATIONAL HARVESTER COMPANY
606 S. Michigan Ave. (INCORPORATED) Chicago, Illinois

INTERNATIONAL TRUCKS

MOISTURE in Refrigerated Meat TRUCK BODIES

By HARVEY LINDSAY*

OCCASIONALLY a packer discovers his refrigerated truck bodies are beginning to require more ice or CO_2 , or are failing to maintain required low temperatures. Investigation shows water has collected inside walls and floors of the truck body. Insulation is soaking wet and its heat-stopping value is almost entirely destroyed. Old insulation is torn out and new installed at considerable expense. Consumption of refrigerant returns to normal, and proper temperatures again are maintained without difficulty.

Presence of water in the insulation of a truck is no accident. Neither is it the result of leakage of rain through

wrecks physical havoc on framing and other parts of body structure.

First step in the fight against moisture is to provide a moisture seal between insulation and outer air. Second step is to use an insulating material that does not absorb moisture.

Using a Moisture Seal

Application of a moisture seal appears simple, but in actual practice it can be obtained only by careful workmanship. Even then the seal will not be perfect. The reason for this is seen when it is explained that even though outer surfaces of roof, walls and floor are made airtight, moisture will enter when the body is under refrigeration. This is because water vapor—being twice as tenuous as air—will pass through microscopic openings so small as to be airtight.

In a refrigerated body, water vapor is driven through even these tiny openings by vapor pressure which has nothing to do with either wind or air pressure. Vapor pressure inside a refrigerated body is almost always lower than vapor pressure in the outside air. As a result, moisture in the form of vapor rushes in just as air tries to push into a vacuum.

The Dry-Zero laboratory has been experimenting for years on various types of moisture seals to discover which are most efficient and least expensive for everyday use. For refrigerated truck bodies, the following moisture-sealing method has been found most desirable.

Applying the Seal

After body framing is complete and insulation is in place, at least one layer of duplex waterproof kraft paper (not less than 90-lb. stock) should be applied over the entire outside surface of walls, roof and floor, all edges being carefully sealed with hot asphalt or odorless asphalt paint. Care should be taken that no small cracks or joints are allowed to remain open, for a great amount of vapor can pass through a very small opening. Any such places should be well swabbed with asphalt.

After this is done, outer paneling or sheathing is applied as usual, care being taken not to break or tear sealing paper. This is particularly important, because one tear in the paper will nullify all careful sealing of edges. One of the best external seals is sheet metal, with all panel joints soldered—as, for example, in bodies built with metal-and-plywood exteriors.

*President, Dry-Zero Corp., Chicago.

When bodies carrying foodstuffs are regularly or occasionally washed out, it is important to prevent leakage of wash water into wall and floor insulation, otherwise particles of food and dirt accumulating there will cause mildew and other undesirable conditions. All good body builders give careful attention to this phase of the moisture problem.

Effect on Insulation

By following this procedure carefully, a good commercial moisture seal can be obtained. Nevertheless, a certain amount of moisture will penetrate the seal. This brings us to the second phase of the moisture problem—the effect of moisture upon the insulating material itself.

Moisture affects efficiency of different insulating materials in varying degrees. Loss of efficiency is greatest in those materials that absorb moisture readily, and least in a material that repels moisture.

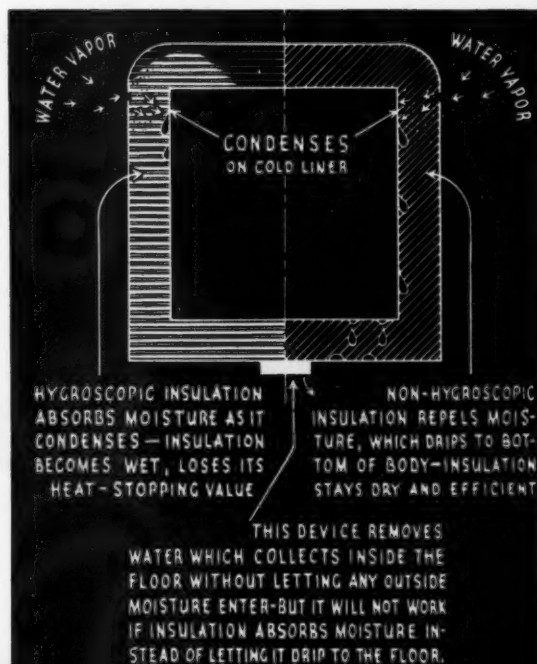
Here's why. When water vapor penetrates the moisture seal of a truck body it passes through the insulation toward the cold interior. As it nears the inner side of the insulation it reaches what is called the dew point. Here the water vapor condenses into liquid water, just as water vapor in the air condenses on the outside of a glass of ice water in summer, although it was not water but vapor when it approached the glass.

If the insulation is absorbent—hygroscopic is the technical term—this condensed moisture remains within the fibrous structure of the material. If the insulation repels moisture—that is, if it is non-hygroscopic—the condensed moisture is not held within the fibrous structure, but trickles to bottom of wall and

(Continued on page 27.)

HOW MOISTURE ACTS

Water vapor may enter a refrigerated truck body through microscopic openings, as shown below. What happens is illustrated in the sketch.



HOW MOISTURE IS ABSORBED

When lower parts of two strips of glass are placed close together in a jar of water (A), water rises between them, because molecules of glass attract molecules of water more than latter attract each other.

Certain materials attract molecules of water less than the water molecules attract one another. When sheets, tubes or fibers of this sort are placed in a jar of water (B), water between them is depressed.

Water is not soaked up.

roof and walls, nor leakage from inside the body, nor the result of splashes from highway puddles. For practical purposes, the bodies are usually watertight.

How Moisture Gets In

Yet the moisture gets in just the same. It enters in the form of water vapor. There is no practical way of keeping it out entirely.

Damage done by water vapor can be minimized, however, and even eliminated for practical purposes. To do so is important, not only because moisture ruins efficiency of the body, but because it also



Spiced Ham Gets Extra Protection From Inner *Patapar Wrapper

Note how the Patapar completely covers the ham, keeping it from contact with the metal container. Flavor and goodness are doubly safe. And when the container is opened, the neat, sanitary wrapper makes the contents look doubly appetizing!

The juicy meat gets the wrapper good and moist. But that doesn't matter. Patapar is **INSOLUBLE** as well as grease-proof. Wet or dry, it does its job perfectly.

Because it is both insoluble and grease-proof, Patapar is the ideal wrapper for many types of moist foods. May we show you how it might be used in packaging your product?

Paterson Parchment Paper Company
Bristol, Pennsylvania

West Coast Plant: 340 Bryant Street, San Francisco, California
Branch Offices: 111 West Washington Street, Chicago, Ill. • 120 Broadway, New York, N.Y.

***Patapar**

TRADE MARK OF PATERSON VEGETABLE PARCHMENT

PRACTICAL POINTS

for the Trade

Outlet for Pork Cuts

Butts and picnics are moving slowly for a Northwestern packer. He is looking for a product in which he can utilize these meats. He writes:

Editor THE NATIONAL PROVISIONER:

Some of our butts and picnics are moving slowly. Can you suggest a meat or sausage product in which we can use them? We have been thinking of making a high-quality luncheon meat.

If he is not already doing so it might be a good plan for this packer to try merchandising some of his butts in manufactured casings. These "cottage butts" in casings are popular with many consumers because they are trim looking, easy to handle and cook. The meat holds together well in cooking and has good flavor. Such packaged butts, combining appetite and visibility appeal, are popular with dealers for counter display.

Luncheon Meats

Luncheon meat is another good outlet for butts and picnics which move slowly. It can be made and packaged in a number of ways. One formula for luncheon meat is as follows:

- 85 lbs. dry cured pork trimmings
- 15 lbs. dry cured pork cheek meat

Before the trimmings go into cure they should be carefully trimmed to remove all gristle and blood clots. Cured trimmings may be used whole or ground through the 1-in. plate. No seasoning is added. The transparent artificial casing adds much to eye appeal of this product and because it is generally printed with the packer's name and trade mark it is an important factor in building consumer good will and demand for a quality product.

After grinding, meat may be stuffed in manufactured casings or muslin bags. The product is cooked 3½ hours at 170 degs. F., or 4 hours at 160 degs. F. If stuffed in casings it is ready for sale as soon as fully chilled.

If stuffed in muslin bags, rinse off with warm water to remove sediment or grease from cooking. Then hang product at room temperature until bag is thoroughly dry. Use paraffine wax of 118-120 degs. melting point and bring the paraffine up to 175 degs. Dip the bagged product momentarily in the wax, holding it there during a count of "three." In some cases the product is dipped in the wax twice.

Handle very carefully after dipping, so as not to break paraffine coating on outside of bag. Hold in a cooler at 45 to 50 degs. until shipped. Manufacture of this product should be regulated closely according to volume sold, so that

it will always be strictly fresh. This is a fancy luncheon meat and should bring a relatively good price.

A spiced luncheon meat can be made with addition of mustard seed, pepper and mace to taste. Many processors have found it convenient to use ready-prepared seasonings, or specially-prepared seasonings, as manufactured by reputable firms, in making specialty products. Use of such seasoning also insures uniformity of flavor from batch to batch.

New England Style Ham

This is a product somewhat similar to luncheon meat except that it is smoked. A good formula calls for:

- 85 lbs. dry cured extra lean pork trimmings
- 15 lbs. dry cured boneless bullmeat or boneless chucks

Pork trimmings should be at least 95 per cent lean. Pork and beef are ground separately through 1-in. plate before curing. After beef is cured it is run through ½-in. plate and then put in silent cutter and chopped for about 3 minutes, adding enough ice to keep the meat cool. Beef is then added to the pork trimmings and the two are mixed together for 3 minutes.

The product is stuffed in manufactured casings or in beef bungs cut 18 in. long, using all cap end bungs. It may also be stuffed in medium beef bladders.

Smoke at a temperature of 120 degs. for 1½ hours. The temperature is gradually raised to 130 degs. in the next hour, and to 140 degs. for the last hour. This makes a total smoking time of 3½ hours.

The product is then cooked from 2½ to 3½ hours, depending on size of container, at 160 degs. Shower with cold water for 5 minutes after cooking and then hang at room temperature for 2 to 3 hours to partially chill before putting the product in storage cooler.

Boned Picnics and Shoulders

In some localities packers have found a ready sale for boned, cured and smoked picnics and shoulders. In some cases the picnic or shoulder is rolled and tied with string before curing and smoking. Others market the cut in a transparent cellulose casing. A Detroit packer who sells many boned shoulders divides them in two equal parts before stuffing in a printed transparent casing, to provide an economical cut for a small family.

DRIED BEEF SHRINKAGE

Beef hams gain in cure but shrink in drying. An Eastern packer writes:

Editor THE NATIONAL PROVISIONER:

What are the shrinkages on dried beef: from green to cured to smoked weight; from green to cured to air-dried weight?

Average curing gain, depending upon the age of the meat and varied conditions under which it is treated from time to time, registers about 4.5 per cent gain on insides and outsides and 1.6 per cent on knuckles, on the basis of green weight.

Drying shrinks vary, depending upon the quality and average weight of the beef. However, a fair average shrink from cured weight, with normal allowance of moisture ranging from 2 to 4 per cent, depending upon whether the meat comes directly out of pickle or has been on the floor for some time, runs about as follows: 34 to 36 per cent on insides; 37 to 39 per cent on outsides, and 35 to 37 per cent on knuckles.

The finished product intended for slicing should have a slight additional shrink depending upon locality and the length of time it is held. The general practice seems to be to air dry the beef. No statistics are available on the smoked product.

Are your questions answered here?

Short Form Hog Test

Do you know each day how your hogs "cut out"?

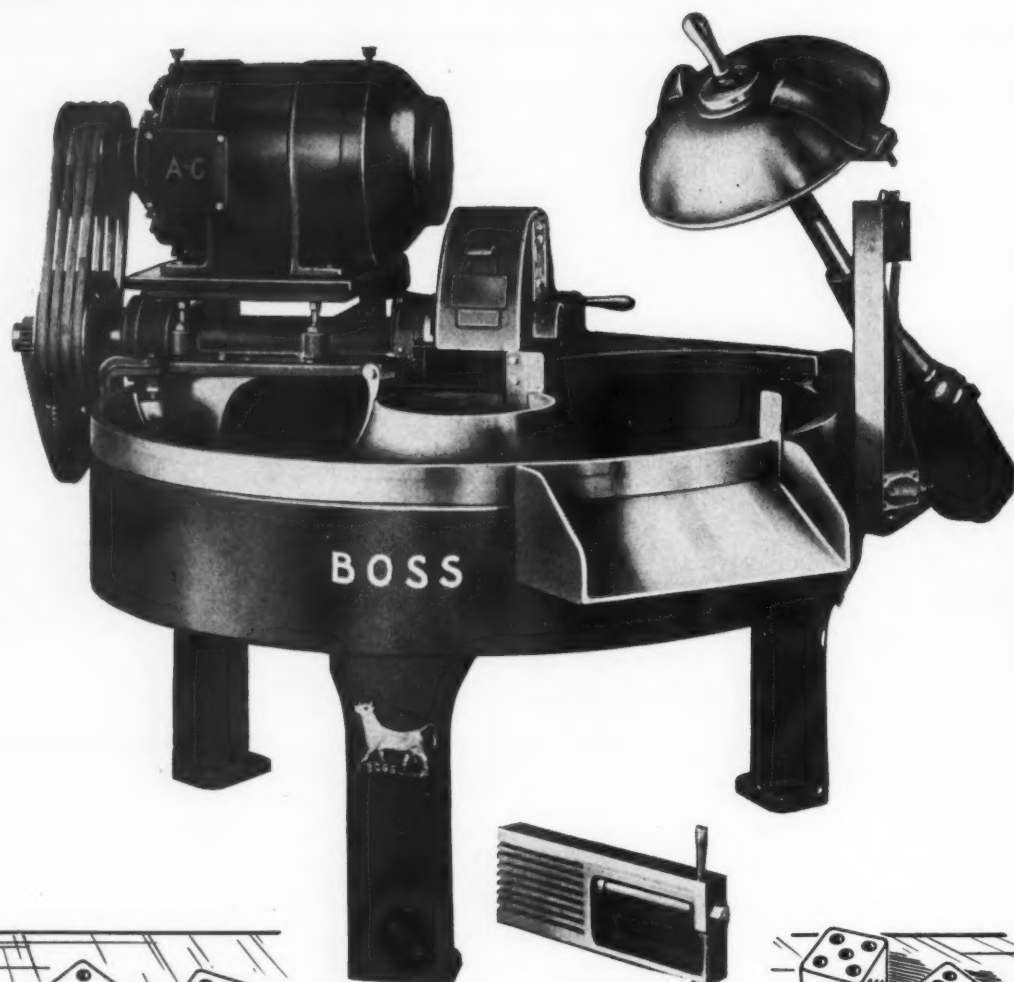
Do you know how to figure all operating charges and expenses so as to get at your cutting profit or loss per day per cwt.?

THE NATIONAL PROVISIONER'S revised Short Form Hog Test enables you to keep track of this each day.

If you want a supply of these test forms for daily figuring fill out the following and mail it at once:

The National Provisioner,
407 So. Dearborn St., Chicago, Ill.
Please send me.....copies of the Short
Form Hog Test for daily figuring.
Name.....
Street ..
City ..
Single copies, 5c; 25 or more, 1c each;
quantities, at cost.

NEW "BOSS" CUTTER—Fig. 521



IT'S A NATURAL

In a recent advertisement we stated that we had sold seven of our new type Fig. 521 "BOSS" Cutters and that it was no gamble that we would shortly "throw eleven" with a certainty of more to follow.

We have made our point and are happy to announce that we have now sold 22 of these Cut-

ters - fourteen of the No. 80, 350 to 400 lbs. size and eight of the No. 100, 700 to 800 lbs. size.

It is only natural for sausage makers to recognize the decided improvement and superiority of this machine over any heretofore offered.

Why not cash in on the economy of operation and better results obtained?

You can rely on "BOSS" for BEST OF SATISFACTORY SERVICE



THE CINCINNATI BUTCHERS' SUPPLY CORPORATION

824 Exchange Ave., U. S. Yards,
Chicago, Illinois

*Mfr. "BOSS" Machines for Killing,
Sausage Making, Rendering*

1872-2008 Central Ave.
Cincinnati, Ohio

Where MEAT DOLLAR Goes

Analysis of U. S. Study on Meat Packing Industry

FOR every pound of meat that reaches the consumer's table the farmer has to raise about one and two-thirds pounds of live animal, said Thomas E. Wilson, chairman of the Committee to



THOS. E. WILSON

In that year, Mr. Wilson pointed out, the meat packers of the country purchased over 10 billion pounds of live cattle in order to get a meat yield of a little over 5 billion pounds of beef—or about 52 per cent. Similarly, they bought 1½ billion pounds of live calves to get 755 million pounds of veal—which was about a 61 per cent yield in meat; over 1½ billion pounds of live sheep and lambs to obtain 779 million pounds of lamb and mutton—where the yield in meat dropped to about 47½ per cent; and nearly 7 billion pounds of hogs to get 5 billion pounds of pork and lard—which showed the highest yield, about 72½ per cent.

Meat Price Comparisons

"In figuring these yields," said Mr. Wilson, "the Census of Manufactures does not include the weight of hearts, livers and other edible organs. Hence the percentages quoted do not represent quite all the meat obtained from the animal, and should be slightly higher in each case. But the fact remains that a very large part of the live weight of the meat animal (ranging from about a fourth of the hog to half the sheep or lamb) is not salable as meat at all.

"In other words, in order actually to produce 100 pounds of meat, a farmer must raise from 130 to 200 pounds of animal; and even if neither the meat packer nor the retailer, in operating their businesses, incurred any other expense whatever than this purchase of live stock from the farmer, the price of a pound of meat at retail would have to be much higher than the price of a pound of live stock, merely to repay

them the money they had passed on to the farmer for his live stock."

Mr. Wilson also pointed out that in comparing meat prices and livestock prices most people make the mistake of using the price of steaks, chops, bacon or some other "more-demanded" cut for this comparison. The price of porterhouse steak, for example, can hardly represent fairly the price of beef, when the meat packer has to buy more than twenty pounds of steer to produce one pound of porterhouse, and when the retailer has to sell nearly twelve pounds of lower-priced beef for each pound of porterhouse.

Splitting Consumer's Dollar

The farmer gets slightly more than half of the consumer's meat dollar, according to a recent fact-finding study at the University of Chicago for a ten-year period, said Mr. Wilson. Of this original dollar the retailer uses about 26c, the wholesaler approximately 5c, the processor about 15c, and the livestock transporting and marketing agencies about 4c. These amounts include the entire operating margin of each agency cited, which must cover all its costs of supplying the service rendered, plus its profit, if any.

Thus slightly more than 50c of the original dollar reaches the livestock farmer who, by growing the animals, contributed the first and one of the most important of the services involved in supplying Mrs. Consumer with fresh meat, no matter where she lives, or what

kind of meat or how much meat she wants, or when she wants it.

Fourteen cents of the meat buyer's dollar goes in wages to employees of the retail store, according to this study, and more than 6c to employees of the packing company which converts the animal into meat. The retailer spends 2.7c of the original dollar for his rent, and 5.7c for other store expense than wages and rent. The meat packer spends nearly 6c of it for supplies, power, ice and other operating expenses, almost 2c for interest and depreciation, and two-fifths of a cent for taxes. On each dollar of retail sales the packer finds he has averaged about half a cent of profit.

MORE FISH COMPETITION

From 7 to 10 million lbs. of fish will be purchased by the Federal Surplus Commodities Corp. during May and distributed to the states for relief use. About \$1,000,000 will be available for fish purchases. Fish will be sent to Eastern and Midwestern states and every effort will be made to distribute the product so the industry may benefit not only from removal of part of its surplus, but also from a possible increase in use of fish in areas where consumption is now relatively low. The fishing industry is faced by a serious surplus situation, cold storage holdings on March 15 totaling 51,645,000 lbs. against a 5-year average of 29,274,000 lbs.

ATTENTION

HALLMARK
KREEMKO
SAUSAGE FLOUR

INCREASE

your yield
and profits
with this

BETTER SAUSAGE FLOUR

Join with the many — who have found that Hallmark Kreemko sausage flour does make better sausages — and actually does increase yield, sales and profits.

Try HALLMARK KREEMKO today.

Mfd. by ALLIED MILLS, INC. for

STEIN, HALL MFG. CO.
2843 S. Ashland Ave., Chicago

STEIN, HALL & CO.
287 Madison Ave., New York

Sales offices in all Principal Cities



Sausage
Manufacturers

**FOR
BETTER MEAT PRODUCTS-**

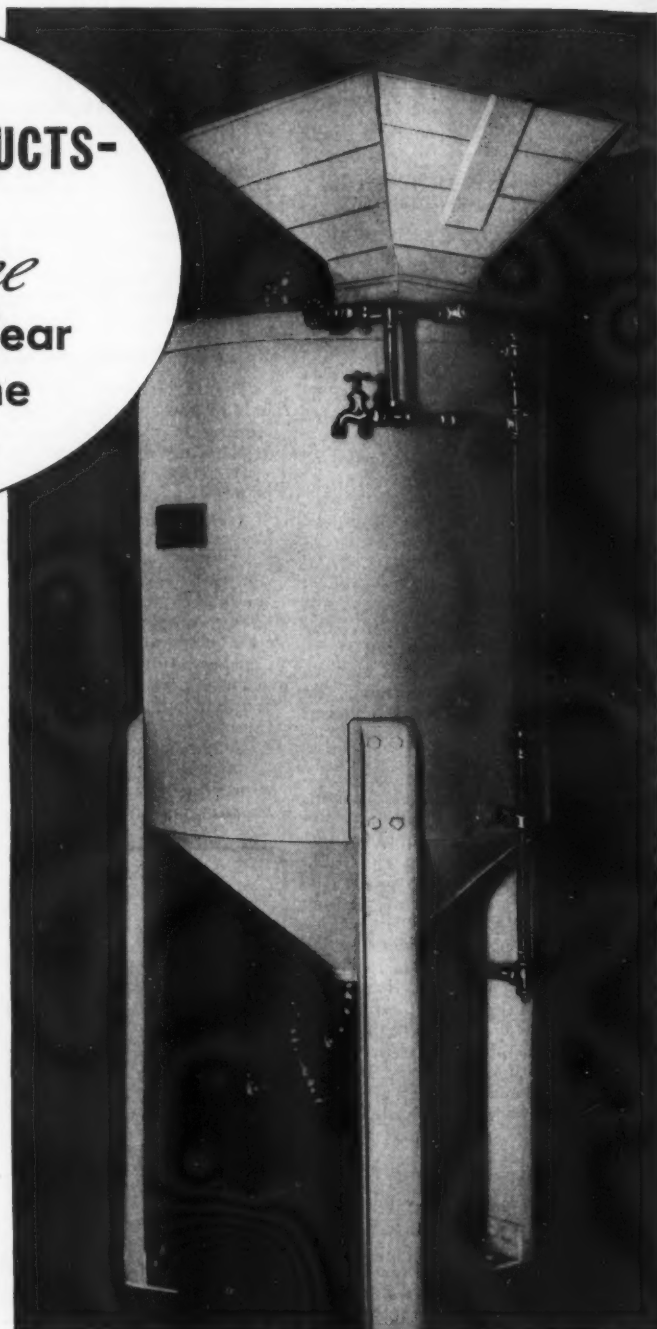
Better Brine
...and this crystal clear
and better brine
COSTS LESS

NO MATTER how carefully your pickling brine is mixed, it can be no better than the salt brine which is its base. Lixate brine is pure, crystal clear, fully saturated, and is always uniform. It is a better brine—and costs less in four important ways.

The Lixate Process for Making Brine was developed by the International Salt Research Laboratory. It combines the two processes of dissolution and filtration into one continuous operation by gravity flow and without agitation. It is entirely automatic once the rock salt is placed in the hopper above the Lixator. Economical grades of rock salt feed automatically as needed; brine production is continuous; the fully saturated brine flows to a storage tank of required capacity, and when a full supply is on hand, operation automatically stops.

Savings of three kinds are obvious. You save in the cost of handling salt, save all the costs of mixing brine, manually or mechanically, and save costs of handling brine. There is a fourth and very important saving. You save salt—packers report a saving as high as 20% in amount of salt required.

International Salt Research Laboratory helps all International customers produce better merchandise, or produce it at lower cost. You will be under no obligation if you ask for a Lixate Engineer to call, and estimate what savings the Lixate Process can make in your plant. Write for a copy of the Lixate book—and a representative will call.



• The Lixate installation illustrated is in the plant of the Geiger Robinson Canning Co., Inc., Fernandina, Fla., where the Lixate Process is used in processing shrimp.

INTERNATIONAL SALT COMPANY, INC.

GENERAL OFFICES—SCRANTON, PA., and NEW YORK CITY

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*

*



SMALL CAPACITY COOKER

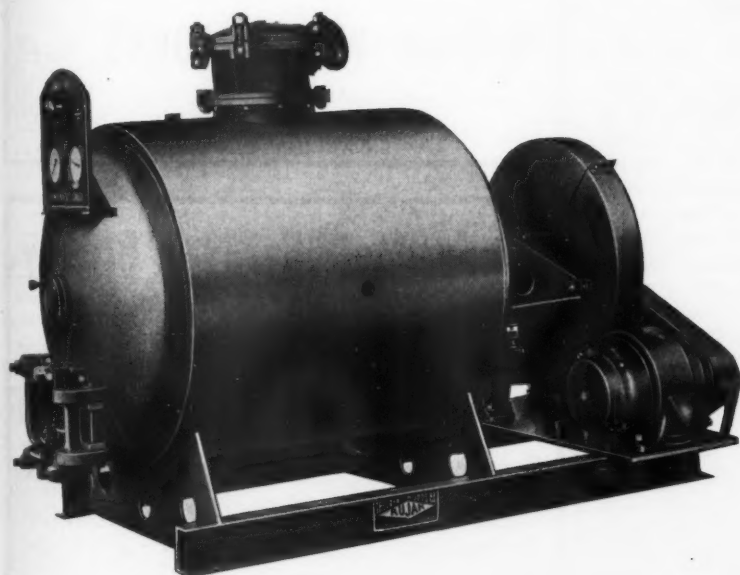
A small rendering cooker, suitable for all purposes to which a large machine is put—rendering lard and inedible offal, drying blood and tankage, etc.—is the latest addition to the equipment line of the John J. Dupps Co., Cincinnati, O. It is known as the Baby Rujak cooker.

This machine is said to fit efficiently into operating routine in either the large or small meat packing plant. In the larger plant it can be used for small batches left over after larger melters have been charged. Under such circumstances it would save time and avoid the expense of operating a large melter only partially filled. Where rendering operations are under close scientific con-

in accordance with A.S.M.E. code requirements for 90 lbs. working pressure. Boiler plate saddles are also fusion-welded to the shell and the heavy ship channels on which the shell and drive are carried.

Agitator shaft is driven by an electric motor through a silent chain and roller chain. Motor is slow speed, splash proof and is mounted on a steel base plate provided with adjusting screws to compensate for wear or stretch in silent chain.

Details of design and construction are explained in a 4-page folder—section 3, catalog 100—recently issued by the company. Folder is illustrated from charted photographs which refer to all mechanical features of the machine. Paragraphs



FOR LARGE AND SMALL PLANTS

Melter with a capacity of 2,000 lbs. It may be used as the main rendering unit in the small packinghouse, and for test runs and small batches in the large plant.

Control and operating practices are checked frequently, this small melter could be used for tests. In the small meat plant the machine seems to offer opportunity to save material otherwise wasted, and to improve yield and quality of products now made in older types of equipment.

This melter, which has a capacity of 2,000 lbs., has been carefully designed and is constructed with the same high grade materials and high quality of workmanship which enter into larger machines made by this company. Heads and shells are fusion welded throughout,

numbered to correspond with the various parts of the melter describe each feature.

CORK IN SOUTHEAST

Cork Import Corporation has appointed Armor Insulating Co., Atlanta, Ga., with branches at Birmingham, Ala., and Jacksonville, Fla., as exclusive distributors in its territory. These branches will both sell and install No-void cork insulation in the areas they cover.

MEAT PLANT FLOORS

Packers and sausage manufacturers faced with the problem of floor repairs and replacement will be interested in a new 4-page folder being distributed by the Flexrock Co., Philadelphia, Pa., describing a new floor material and giving instructions for installing it. This flooring, known as Rockflux, is described



as a combination of lava rock, quartz and a cement to create perfect homogeneity. Installed in a meat packing or sausage manufacturing plant, it is said to be impervious to penetration of oils, greases, fats and other animal and vegetable matter and to furnish complete protection against shock, abrasion and acids.

PRESSED STEEL TANK ELECTS

H. O. Brumder was re-elected president of Pressed Steel Tank Company, Milwaukee, during the company's recent annual meeting. Vice-president R. P. Diekelman was re-elected and also made treasurer of the company. He will take over the duties of the late F. T. Boundy, who had been treasurer of the company for 35 years. Herman Merker was re-elected vice-president and George G. Brumder was elected secretary of the company. President Brumder reported a very satisfactory year, all departments having shown increased activity. The company manufactures metal containers for gases, liquids and solids under the trade name "Hackney."

LINK BELT DIRECTORS

Newly-elected directors of Link-Belt Company are Bernard E. Sunny, Chicago, and James S. Watson, Indianapolis, succeeding Arthur L. Livermore, deceased, and Austin L. Adams, resigned. Re-elected directors are Staunton B. Peck, Chestnut Hill, Pa., and Harris Whittemore, jr., Naugatuck, Conn. Mr. Sunny is a director of many companies, among which are General Electric Co., Illinois Bell Telephone Co., Public Service Co. of Northern Illinois, Wilson & Company, Chicago Surface Lines, and 1st National Bank, Chicago.

FOOD on the march



No. 1 THE SHOULDER CARRY

● Primitive man lived only where food was all about him. He killed when he was hungry. If his food spoiled too badly he ate it stoically as it was, or abandoned it for a fresh kill. If unsuccessful in the hunt he starved. • Thus, tribes roved here and there where food was most plentiful. Where no food existed there were no people. • Today people everywhere give no concern to the source of food. From all parts of the country food is constantly on the march to other parts where need is greater. Perishables are moved in blistering sun or freezing cold in perfect refrigerated condition. • Dry-Zero Insulation has helped make this security possible. On every highway, on every city street, trucks insulated with Dry-Zero Insulation move meats, dairy products, bakery goods . . . *all kinds* of perishables, in perfect condition. • Dry-Zero Insulation is preferred by most truck body builders and fleet operators because of its high efficiency, light weight, permanence and its resistance to moisture and deterioration in use. • Tell us about your insulation problem. Our engineers will co-operate without obligation.

DRY-ZERO CORPORATION

222 North Bank Drive, Chicago • 587 Broadview Ave., Toronto

DRY-ZERO INSULATION

The Most Efficient

Commercial Insulant Known



Designed By EXPERTS—QUALITY BUILT



Air - condition and refrigerate your motor trucks with THEURER ICEFIN Refrigerating Units. Easily installed in both old and new bodies. A better unit that costs less to use.

In our 50th year of pioneering the development of commercial bodies—long, continuous effort in truck body design and construction has resulted in the present-day leadership of THEURER Bodies and THEURER ICEFIN Refrigerating Units. THEURER users are enthusiastic boosters! Get the details!

THEURER WAGON WORKS, Inc.

COMMERCIAL BODIES

New York, N. Y.

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Steam . . . Power . . . Water . . .
Refrigeration . . . Air Conditioning

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MEMBER AMERICAN INSTITUTE OF ARCHITECTS

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REGISTRATION BOARDS

FORMERLY WITH MENGES-MANGE

REFRIGERATION ☆

and Air Conditioning

MOISTURE IN TRUCK BODIES

(Continued from page 19.)

into floor. This leaves insulation in roof and walls dry, even though inside of floor section may become wet.

Effect of Capillary Attraction

Moisture-absorbing characteristics of insulation affect its efficiency in another way. During certain times of the year, when weather conditions are ideal, even moisture-absorbing insulation in walls and roof may have an opportunity to dry out. But moisture-absorbing insulation cannot take advantage of these drying-out periods if there is water in the floor. This is because insulation in walls will soap up water from the floor, just as does a blotter when one end is placed in a glass of water.

This is called capillary attraction, and can be demonstrated by placing in a dish of water the lower ends of two clean glass surfaces that are close together. The water will rise to a considerable height between the glass surfaces. This is because molecules of water are more attracted by molecules of glass than they are by other molecules of water, causing the water to climb for a considerable height along the glass. This always happens when glass or other ordinary surfaces or fibres are in close proximity.

With an insulating material that is non-hygroscopic, or water repellent, this capillary action does not take place. Water is not soaked up and the insula-

tion remains dry, retaining all its heat-stopping efficiency.

Use of Liner Vents

In low-temperature bodies another simple provision is vital. This is the venting of the inside liner. If the liner is not vented the moisture entering will condense and freeze upon it, building up ice columns which penetrate back through the insulation toward the outer shell. This is particularly serious if temperature of inner liner is below freezing. When the ice crystals melt—as they will when body is out of service for a short time—resulting water will be in the insulation, where it can do further damage.

If inside liner is vented, however, and insulation is non-hygroscopic, moisture will pass on through and condense upon the cooling mechanism. The vents should be small holes starting about 12 in. above the floor. Vents near the refrigerating element are the most important. Vents are also important in refrigerated bodies that do not carry below-freezing temperatures.

New Draining Device

When a good moisture seal, a non-hygroscopic insulating material and a properly vented liner are used, then the body builder has done everything within his power to make the refrigerated body permanently efficient and inexpensive to operate. Of course, it is still possible that a certain amount of moisture may collect in the floor.

To overcome this handicap a device is now being developed which will permit water collected in the floor to be drained off automatically without permitting moisture from the outside to enter. When this device is ready for application, the body builder should be able to create a refrigerated body entirely free from all danger of damage by moisture.

SUMMER MEAT DELIVERIES

Five refrigerated trucks are used by Kroger Grocery and Baking Co. to deliver meat and perishables to its stores in the Cincinnati area. Last summer these units made an excellent temperature maintenance record. During the hot weather in August and September all units were able to maintain inside temperatures between 35 and 38 degs. F., despite numerous stops.


Each of the five bodies is equipped with two Kold-Hold high temperature units mounted with baffle plates. These units are connected to a central plant ammonia system for a 4-hour period each night. Bodies, built by Bode-Finn, Inc., Cincinnati, are equipped with 3 in. Dry-Zero insulation and ½ in. insulation board in roof, 2½ in. Dry-Zero insulation and 1 in. of balsa wood in sides and ends and 3 in. of balsa wood in floor. Floors are of 12-gauge steel, interior being finished with 18-gauge metal. Exterior is finished with 20-gauge Corten steel. Each body, equipped with one side door and double rear



KEEPING MEATS IN CONDITION DURING HOT WEATHER DELIVERIES

Five Kroger trucks in foreground made an excellent record during the hot weather of last summer. Inside body temperature was maintained at 35 to 38 degs. despite frequent opening of doors. Bodies are insulated with Dry-Zero and balsa wood and have one side door and two rear doors.

MASTERCRAFT



designed to serve

MEAT PACKERS • PROVISIONERS • BAKERS • DAIRIES

TRUE BODIES

LUCE MANUFACTURING CO.

LANSING, MICHIGAN

for Safe and Fast Food Transportation

doors, is 156 in. long inside, 78 in. high and 78 in. wide. All are equipped with chrome plated hinges and hardware.

REFRIGERATION NOTES

Southern California Meat Co., Los Angeles, Calif., has just increased its cooler capacity by three new coolers.

Owensboro Ice & Cold Storage Co., Owensboro, Ky., has merged its business with that of the Smith-Hagar Co. of the same city.

Frosted Foods Sales Corp. is installing a \$100,000 freezing plant at Jacksonville, Fla.

Dr. Y. C. Quail plans to erect cold storage plant at Miami, Fla.

Madison Ice Cream Co., Edgewood, Ia., is installing a refrigerated locker plant with 125 units.

Suring Cooperative Association, Suring, Wis., plans to build 200-locker cold storage plant.

Southland Ice Co., Taylor, Tex., is remodeling its plant for installation of cold storage lockers.

WINDFALL TAX AMENDMENT

The baking industry is supporting a bill (HR 6487) in congress which would amend the "windfall" tax to permit flour millers, jobbers and other processors to refund returned processing taxes to all bakers—whether or not they had written contracts calling for the return of such taxes. The bill would alter the revenue act of 1936 so that processors would have until December 31, 1937, to make refunds to their customers.

Processors would obtain "windfall" tax credit for such refunds, regardless of whether or not they had written or oral contracts with retailers, bakers, etc. The packing industry did not contract with retailers or other meat handlers to pass on the processing taxes refunded when the AAA was invalidated. Packers have held from the first that their customers bought meat—not taxes.

ARMOUR REFINANCING PLANS

Plans to retire \$54,162,800 in 7 per cent preferred stock of Armour and Company of Delaware will be submitted to stockholders of the parent Armour and Company of Illinois at a special meeting on June 7, according to announcement by president R. H. Cabell. It was estimated that earnings available for debt retirement and dividends would be increased approximately \$1,000,000 per year through retirement of the Delaware preferred.

Under the proposal not more than \$75,000,000 of new and additional funded debt, all or in part convertible, would be created. Proceeds would be applied to retirement of the Delaware stock and payment of \$20,000,000 in 5-year bank loans incurred in retirement of Armour of Illinois first mortgage real estate 4½ of 1939. Shareholders are being asked to vote an increase in authorized common stock from present 7,578,504 shares to 15,000,000 shares and commensurate increases in aggregate number of authorized shares of all classes of stock.

"Owing to the condition of the money and security markets," said president Cabell in his letter to stockholders. "types of securities to be issued, interest rates thereon, conversion privileges of any debentures convertible into common shares, time of issue, and maturity and other provisions have not been and should not be decided at this time."

FINANCIAL NOTES

United Stockyards Corp. has made public offering of a new issue of \$1,700,000 in 15-year series A 4½ per cent bonds, with non-detachable stock purchase warrants, in conjunction with 130,000 shares of no par convertible preferred stock. United Stockyards Corp. was organized in 1936 to acquire securities of stockyards companies and proceeds of the current offering will be used to obtain minority interests of General Stockyards Corp. in four operating stockyards.

Loblaws Stores, Inc., has declared an extra dividend of 12½ cents on common

stock and quarterly dividends of 25 cents on A and B stock, all payable June 1, to shareholders of record on May 10.

National Tea Co. reports consolidated net income of \$109,829 for the first quarter of 1937. This is equivalent to 14 cents a share on common stock and compares with net loss of \$22,632 during the like 1936 period.

PACKER AND FOOD STOCKS

Price ranges of listed stock, May 5, 1937, or nearest previous date:

	Sales.	High.	Low.	—Close—	
	Week Ended,	May 5.	May 5.	May 5.	Apr. 28.
Amal. Leather..	5,200	6½	6½	6½	5½
Do. Pfd.....	600	40	40	40	38
Amer. H. & L..	9,500	8½	8½	8½	7½
Do. Pfd.....	1,800	42	42	42	39½
Amer. Stores...	1,800	22	22	22	22
Armour Ill....	32,800	11½	11½	11½	10½
Do. Pr. Pfd...	600	92½	92½	92½	88
Do. Pfd.....	100	110	110	110	100
Do. Del. Pfd...	300	109	109	109	109
Beechnut Pack..	125	7	7	7	7½
Bohach, H. O..	50	42½	42½	42½	42½
Chick. Co. Oil..	500	16½	16½	16½	18½
Childs Co.....	1,300	12½	12½	12½	14½
Cudahy Pack...	300	38½	38½	38½	39½
First Nat. Strs.	1,000	45	45	45	48
Gen. Foods....	9,300	40½	40	40½	41½
Gobel Co.....	2,500	4½	4½	4½	5½
Gr. A & P.....	200	122½	122½	122½	123½
1st Pfd.....	220	100½	100½	100½	105½
Do. New.....	300	21	21	21	20½
Hornel, G. A..	1,800	22½	22½	22½	22½
Hygrade Food..	1,300	13	13	13	13½
Kroger G. & B.	4,200	22½	22½	22½	22½
Libby McNeill..	3,150	13	13	13	13½
Mickelberry Co.	650	3½	3½	3½	8½
M. & H. Pfd...	280	5	5	5	5½
Morrell & Co..	100	40½	40½	40½	41
Nat. Leather...	1	1	1	1	1
Nat. Tea.....	1,000	9½	9½	9½	8½
Proc. & Gamb..	4,000	62½	62½	62½	59½
Do. Pr. Pfd...	10	115	115	115	115
Rath Pack.....	250	22	22	22	20
Safeway Strs..	2,700	38	37½	37½	37½
Do. 5% Pfd...	120	102½	102½	102½	100
Do. 6% Pfd...	60	106½	106½	106½	107
Do. 7% Pfd...	250	111	111	111	110½
Stahl Meyer...	1	1	1	1	1
Swift & Co....	6,350	24½	24½	24½	24½
Do. Intl.....	5,150	32	31½	32	31
Trunz Pork...	1	1	1	1	1
U. S. Leather..	4,500	10½	10	10½	8½
Do. A.....	3,200	17½	17	17	15½
Do. Pr. Pfd...	500	111	111	111	108½
Weason Oil....	2,600	50½	49½	50	47
Do. Pfd.....	400	82½	81½	82½	81½
Wilson & Co...	13,300	9½	9½	9½	8½
Do. Pfd.....	400	84½	84½	84½	83½

HOG CUTTING TEMPERATURES

What are proper temperatures for cutting hogs? See "PORK PACKING," The National Provisioner's pork plant book.

The National Provisioner

Buy Satisfaction

Every Installation of **KOLD-HOLD** TRUCK REFRIGERATION

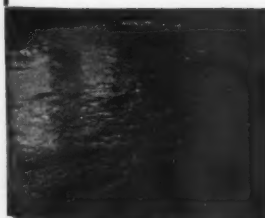
is thoroughly engineered
and **GUARANTEED** to
give **100% SATISFACTORY
PERFORMANCE**

**It's much cheaper to buy
Kold-Hold than to do without it.**

For free recommendation, write for data sheet
and name of nearest Kold-Hold body builder.
Kold-Hold is fully protected by U. S. and
Foreign Patents and applications pending.

KOLD-HOLD MFG. CO. • LANSING, MICH.

BROKEN CEMENT FLOORS REPAIRED OVERNIGHT



**BROKEN, RUTTED FLOORS
ONE DAY**



**SMOOTH, HARD FLOORS
THE NEXT DAY**

Cleve-O-Cement is an entirely new kind of floor patching and surfacing material that can be successfully used where all other materials have failed. Cleve-O-Cement can be used on a wet surface or under freezing temperatures. It's waterproof, acid resisting and dries hard as flint overnight for heavy service the next day. Harder in 24 hours than ordinary cement in 28 days. Bonds perfectly. Guaranteed. Manufactured only in dry powder form. Mix with water and apply yourself. Economical. Used in many leading laundries. Write for **FREE** illustrated bulletin.

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1324 Marquette Ave. Cleveland, Ohio



"Sure I can help you **SAVE MONEY** in your **FLEET OPERATION**

I'll be right over...ready to go to work!"

MAYBE he read an ad, maybe another fleet super told him—*somehow* the man at the upper left has learned about Standard Oil Service to fleets—has heard that it's saving others an average of 18 per cent on their previous operating costs! Naturally, he wants to find out if a Standard Automotive Engineer can turn up similar savings *for him*.

The engineer in his local Standard Oil Office is *sure* he can—he's been so consistently successful for others, for years.

Every fleet superintendent knows the value of thorough, competent, regular check-up. Most of them know that Standard Oil's *proved* service is *free*. The smart thing about the super in this picture is that *he's* doing something about it!



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(Indiana)
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Reduces Cost-per-mile. ©1937

STANDARD OIL COMPANY
(Indiana)



*Mr. W. J. Kempner will be in
the U. S. A. for several weeks
and will be glad to hear from
his old friends and from those
producers of quality hog cas-
ings who desire a continuous
outlet for their product in
England and the Continent.*

Address

W. J. KEMPNER
CARE OF
ELBERT & COMPANY
Produce Exchange, New York, N. Y.

PROVISIONS AND LARD ★

WEEKLY MARKET REVIEW

THERE was a steady undertone in the futures market for lard and hog products this week with prices backing and filling over a modest range. Prices had difficulty in holding the swells at times but support appeared on the set-backs. From a high of 181,050,000 lbs. the open interest in lard at Chicago has dropped to 145,350,000 lbs., indicating liquidation of nearly 37,000,000 lbs.

The ability of the market to absorb this recent liquidation without adverse effect has created an impression that the technical position has been materially improved. Lard is felt to be in more debatable ground, particularly since the hog run has shown some diminution.

Futures ran into packer and warehousemen's hedge selling on the swells. On the breaks, however, there was buying by commission houses which was credited in part to professionals. Lard was influenced by the movement in grains, which as far as lard was concerned, was mostly upward. Corn made new season's highs and created further disparity in the corn-hog ratio.

With a better outlook for some letup in lard production, and a lighter spring pig crop, the lard market was receiving a little more attention. Packing interests were inclined to point out how rapidly lard stocks would dwindle with any improvement in demand and any further decrease in hog marketings. Some packers were pointing out that a fair amount of lard was clearing for export each week. American lard is moving from the port of Montreal, since navigation is now open.

Pig Crop Estimate

The spring pig crop was estimated by a private crop expert at 35,120,000 head or 7.3 per cent below the government revised figure of 41,884,000 head for 1936.

The cotton oil market has recently displayed a firmer tone. However, shortening was again reduced this week to 12½c in car lots, New York. This did not appear to have disturbed lard demand. The market did not pay much attention to the prospect of larger cotton acreage or unfavorable weather in the Central and Eastern cotton belts.

Receipts of hogs at Western packing points last week totaled 247,710 head compared with 302,900 head the previous week, and 272,600 head the same week last year. Average price of hogs at Chicago at the outset of the week was 10.15c compared with 10.05c the previous week, 10.15c a year ago, 8.85c two years ago, and 3.70c three years ago. Top price of hogs at Chicago at mid-week was 10.40c compared with 10.35c the previous week.

The average weight of hogs received at Chicago last week was 238 lbs. compared with 237 lbs. the previous week, 250 lbs. a year ago, and 244 lbs. two years ago.

Stocks of lard at Chicago increased 6,295,000 lbs. to 124,181,000 lbs. during April. This compared with 24,230,000 lbs. at the same time last year. The stock statement failed to influence the market, apparently having been discounted in advance.

PORK.—Demand was fair at New York but the market was barely steady. Mess was quoted at \$26.25 per barrel; family, \$30.25 per barrel, and fat backs, \$24.00@27.00 per barrel.

LARD.—Demand was fair and the market rather steady at New York. Prime western was quoted at 11.80@11.90c; middle western, 11.70@11.80c; New York city in tierces, 11½c, in tubs, 12c; refined continent, 12¼c; South America, 12½c; Brazil kegs, 12½c, and compound in car lots, 12¼c, and smaller lots, 13c.

At Chicago, regular lard in round lots was quoted at 2½c under May; loose lard, 60c under May, and leaf lard, 65½c under May.

(See page 40 for later markets.)

BEEF.—Demand was fair and the market steady at New York. Family was quoted at \$20.00@21.00 per barrel.

LARD AND GREASE EXPORTS

Exports of lard from New York City, week of May 1, 1937, totaled 339,215 lbs.; greases 246,800 lbs.; stearine none; tallow none.

CURED PORK IMPORTS

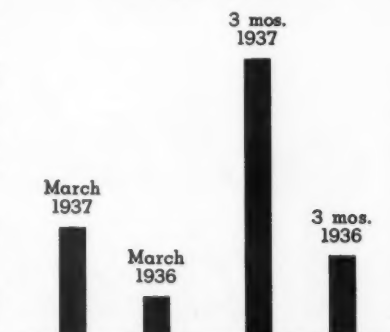


Chart shows that March, 1937, imports of cured meats exceeded imports during the first quarter of 1936, which itself was a period of abnormally large imports. Cured pork imports totaled 13,056,000 lbs. during the first three months of 1937, compared to 3,972,000 lbs. in the first quarter of 1936.

PORK AND LARD STOCKS

Increases were shown in stocks of pork meats and lard on hand at the seven principal markets of the country on May 1 over those of April 1. Stocks at these points are well above those of a year earlier. Both pickled and dry salt meats showed some increase during May, pickled picnics being the only major cut of which stocks showed a decline.

While hog receipts at the principal markets were considerably higher in April than in the same month a year ago, average weight of hogs at these points was lighter in all cases, and at some points materially lighter. April cattle marketings showed a decrease. Should this continue, smaller beef volume should be reflected in demand for pork meats.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on April 30, 1937, with comparisons, as especially compiled by THE NATIONAL PROVISIONER:

	Apr. 30, '37.	Mar. 31, '37.	Apr. 30, '36.
Total S. P. meats	174,634,813	168,429,846	105,496,756
Total D. S. meats	88,267,398	85,195,430	32,815,003
Other cut meats	21,097,735	21,872,818	10,264,542
Total all meats	233,999,946	225,498,094	148,576,301
P. S. lard	137,272,585	127,047,991	35,811,919
Other lard	19,277,535	21,521,235	10,263,294
Total lard	156,550,120	148,569,226	46,075,213
S. P. regular hams	34,830,886	33,206,100	23,735,253
S. P. skinned hams	65,778,311	60,653,471	35,351,245
S. P. bellies	52,352,057	50,785,969	37,076,531
S. P. picnics	21,587,559	23,701,216	9,206,527
D. S. bellies	25,850,497	23,590,937	21,547,729
D. S. fat backs	11,453,530	10,786,075	10,592,234

CHICAGO PROVISION STOCKS

Stocks of meat and lard on hand in Chicago are reported as of April 30, 1937, as follows:

	Apr. 30, 1937.	Mar. 31, 1937.	Apr. 30, 1936.
Pork, bbls.	25,439	24,767	22,361
P. S. lard, lbs.	118,908,785	112,269,456	29,057,641
Other kinds of lard, lbs.	5,273,371	5,617,271	5,173,141
D. S. Cl. Bellies ¹	13,135,664	11,304,899	9,196,806
D. S. Cl. Bellies ²	3,000	3,000	.....
D. S. Rib Bellies ¹	940,467	779,715	1,296,336
Ex. Sh. Cl. Sides ¹	3,200	3,700	2,900
D. S. Sh. fat backs, lbs.	4,799,367	4,728,765	3,885,084
D. S. Shldrs., lbs.	61,171	62,718	160,000
S. P. hams, lbs.	17,068,858	16,436,837	11,269,425
S. P. Sknd. hams, lbs.	30,647,777	28,888,970	15,147,255
S. P. bellies, lbs.	26,432,818	26,194,272	18,253,792
S. P. picnics	11,504,163	12,363,140	4,677,928
S. P. Boston Shldrs., lbs.	13,000	.....	22,000
S. P. Shldrs., lbs.	13,001,798	13,789,943	5,523,277
Other cut meats, lbs.	117,908,283	114,555,959	69,434,803

¹Made since Oct. 1, 1936.

²Made previous to Oct. 1, 1936.

Your **REPUTATION** *for* **QUALITY** *is at Stake!*

- Cheap frankfurters are on the skids. You can't build sales and hold your trade today with just common stuff. Your customers insist upon *quality*.
- You can establish and protect a good reputation for quality by using dry skim milk in all your ground meat products—but be sure you insist on quality in dry skim milk.
- No good customer wants the common wiener when she can get a high quality product. No wise manufacturer will risk his reputation on anything short of that high standard when he can so easily insure the best.

For further information write the

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Salt

*It takes the Best
to make the Best*

Hog Cut-Out Results

SLIGHTLY higher values for both hogs and product prevailed this week, green meat cuts from heavier hogs showing to slightly less advantage than a week ago. Top for the week of \$10.40 was paid for medium weight butchers, weight averages under 300 lbs. being in most demand. In the late session bulk of 200 to 300 lb. good hogs moved within a price range of \$10.15 to \$10.35.

Runs at the seven principal markets were slightly larger for the four-day period than last week but considerably smaller than receipts in the like period of 1936. This is the second week of considerably lighter hog runs which may point to a beginning of lighter receipts or may indicate that farmers have turned their attention to farm duties and have held off marketing for the time being. At the same time cattle receipts have been tapering off considerably when compared with those of a year ago. This should result in a better situation for hog products although price levels must be kept within the ability of those employed to buy. There are still large numbers of persons on relief and public projects where rates of pay are only nominal and where wage increases do not apply.

When hog runs decline competition for hogs forces prices up but ability of the buying side to absorb even limited quantities of pork meats at higher

price levels can not be lost sight of. Stocks of meat in storage appear to be showing some increase as indicated by cured meats on hand at the seven principal markets on May 1. For the time being these are ample to supplement desirably smaller hog receipts.

The test on this page is worked out on the basis of Chicago costs and credits, yields used being those of good butchers of the weights shown.

HUNGARY'S MEAT TRADE

Hungary's livestock and meat industry is being steadily expanded through increasing sales of tinned meat products in world markets, according to a recent statement by A. Csato, Hungarian foreign trade representative for the United States. He said that Hungary's hog products in particular had met with a favorable reception in world markets, as for instance, bacon and lard in England, tinned ham in the United States, England and British Colonies.

"Tinned ham," said Mr. Csato, "is now being produced by the so-called Beisser process, and is meeting with increasing demand throughout the world. A special type of salami, designed to please foreign customers because it is less spicy than Hungarian salami, is likewise much in demand. A number of other meat products, including the Hungarian gulyas, are being produced and exported."

LIVE HOG IMPORTS

Imports of live hogs into the United States are reported by the U. S. Bureau of Agricultural Economics as follows for March, 1937, with comparisons:

	Number. ¹
March, 1937.....	6,322
Feb., 1937.....	7,002
March, 1936.....	7,832
3 mos. 1937.....	26,225
3 mos. 1936.....	15,437

¹Based on average weight of 200 lbs.

LIVE CATTLE IMPORTS

Imports of live cattle into the United States during March, 1937, were much larger than those of the same month a year ago, as reported by the U. S. Department of Agriculture:

	Mar., 1937.	Mar., 1936.	3 mos. 1937.
Cattle			
700 lbs. or over:			
Canada	14,684	14,804	51,168
Mexico	4,352	5,855	14,154
175 to 700 lbs.:			
Canada	554	905	2,040
Mexico	22,065	27,193	56,480
Under 175 lbs.			
Canada	7,064	2,135	17,754
Mexico	156	33	244
From other countries.	104	89	106
Total	48,979	51,016	142,036

Watch the "Classified" page for good, experienced men.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
	180-220 lbs.			220-260 lbs.			260-300 lbs.		
Regular hams	14.00	17.4	\$ 2.44	13.70	17.1	\$ 2.34	13.40	17.0	\$ 2.28
Picnics	5.70	13.0	.74	5.40	12.6	.68	5.10	12.3	.63
Boston butts	4.00	18.0	.72	4.00	18.0	.72	4.00	18.0	.72
Loins (blade in)	9.80	22.3	2.19	9.50	20.8	1.98	9.00	19.5	1.76
Bellies, S. P.	11.00	17.9	1.97	9.70	17.4	1.69	3.10	17.3	.54
Bellies, D. S.				2.00	14.8	.30	9.40	14.8	1.39
Fat backs	1.00	9.0	.09	3.00	10.1	.30	5.00	12.0	.60
Plates and jowls	2.50	9.8	.25	2.50	9.8	.25	3.00	9.8	.29
Raw leaf	2.10	10.4	.22	2.20	10.4	.23	2.10	10.4	.22
P. S. lard, rend, wt.	11.80	10.8	1.27	11.60	10.8	1.25	10.70	10.8	1.16
Spareribs	1.60	11.5	.18	1.60	11.5	.18	1.50	11.5	.17
Trimnings	3.00	11.4	.34	2.80	11.4	.32	2.70	11.4	.31
Feet, tails, neckbones	2.00		.08	2.00		.08	2.00		.08
Offal and misc. ....			.41			.41			.41
TOTAL YIELD AND VALUE ..	68.50		\$10.90	70.00		\$10.73	71.00		\$10.56
Cost of hogs per cwt.		\$10.22			\$10.27			\$10.25	
Condemnation loss .....		.05			.05			.05	
Handling & overhead .....		.66			.59			.55	
TOTAL COST PER CWT ALIVE ..		\$10.93			\$10.91			\$10.85	
TOTAL VALUE		10.90			10.73			10.56	
Loss per cwt.03			.18			.29	
Loss per hog.06			.43			.81	

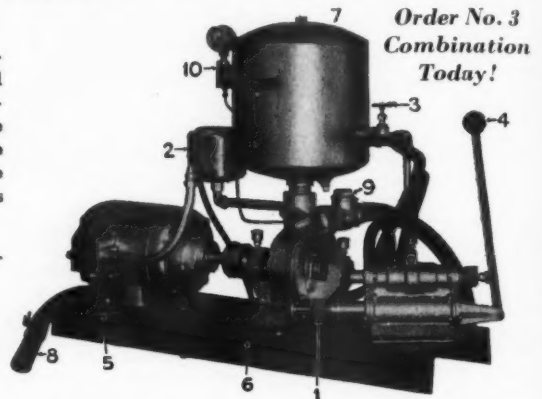
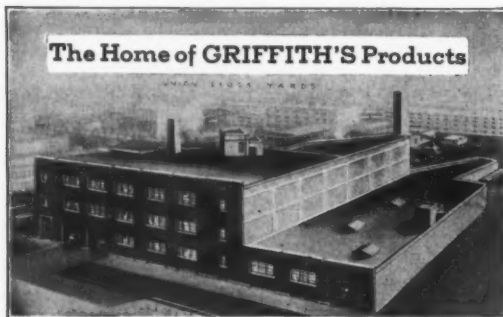
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A Boiled Ham or a Smoked Ham for Slicing

We are convinced, and no matter what you believe, no matter what you think — we are telling you to get acquainted with our Artery Method of Pumping and Curing and Tenderizing hams. We make a Pump that is fool proof and has the right pressure. We make the Dry PRAGUE POWDER Pickle to add to your 50-degree Brine. This Pickle will tenderize and fix the bloom and make a tasty flavor, a slice that is tender, a ham that is dry. Why not a mild, tender ham?

You need not hesitate to take on this style cure. Our salesmen are ready to help you get started.



Any old cure or any old pump will not satisfy you

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PRAGUE POWDER DRY PICKLE**

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PARCHMENT COMPANY
WEST CARROLLTON, OHIO**

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Identified by your brand and name
printed on the wrapper of....
West Carrollton Genuine Vegetable
Parchment.

PORK PRODUCTS EXPORTS*

Exports of provisions from Atlantic and Gulf ports.

To	Week ended May 1, 1937.	Week ended May 2, 1936.	Nov. 1, 1936 to May 1, 1937.
United Kingdom	10	60	10
Continent	10	60	245
Total	10	60	255

BACON AND HAM.

To	M lbs.	M lbs.	M lbs.
United Kingdom	744	497	82,891
Continent	1	3	72
West Indies	1	3	209
B. N. A. Colonies	1	3	20
Other Countries	1	3	3
Total	746	500	83,195

LARD.

To	M lbs.	M lbs.	M lbs.
United Kingdom	548	667	48,344
Continent	42	1,280	1,649
8th. and Ctl. America	70	44	639
West Indies	161	56	262
B. N. A. Colonies	1	3	137
Other Countries	1	3	6
Total	821	2,048	53,457

TOTAL EXPORTS BY PORTS.

Port	Bacon and Ham	Lard
New York	10	719
Boston	25	339
New Orleans	229	252
Halifax	2	252
Total	10	746
Previous week	4,837	2,288
2 weeks ago	3,847	2,197
Cor. week 1936	60	500

SUMMARY NOV. 1, 1936 TO MAY 1, 1937.

	1936 to 1937.	1936 to 1937.	Increase.	Decrease.
Pork, M lbs.	51	208	157	
Bacon and Hams, M lbs.	83,195	56,767	26,428	
Lard, M lbs.	53,456	49,703	3,753	

*Originating in United States and Canada.

MEAT IMPORTS AT NEW YORK

For week ended May 1, 1937:

Point of origin.	Commodity	Amount Lbs.
Argentina—Canned corned beef	234,000	
—Edible beef tallow	330,657	
Canada—Smoked bacon	5,891	
—Sausage	290	
—Fresh chilled ham	9,113	
—Sweet pickled ham	4,500	
—Fresh pork tenderloins	180	
—Fresh chilled beef livers	2,366	
Denmark—Cooked ham in tins	17,511	
—Cooked pork loins	2,880	
—Smoked bacon	8,903	
—Tinned liverpaste	750	
England—Tinned meat paste	273	
—Edible beef tallow	200	
Estonia—Smoked bacon	612	
—Cooked sausage	24	
Germany—Smoked ham	1,187	
—Smoked sausage	1,653	
Holland—Cooked ham in tins	60,449	
—Smoked bacon	976	
—Cooked sausage in tins	725	
—Tinned liverpaste	968	
Hungary—Cooked ham in tins	200,643	
Irish Free State—Smoked bacon	2,973	
Italy—Smoked sausage	2,756	
Latvia—Cooked ham in tins	13,200	
Lithuania—Fresh frozen pork hams	113,581	
—Cooked ham in tins	2,760	
Poland—Smoked pork loins	324	
—Smoked ham	638	
—Smoked sausage	9,644	
—Smoked bellies	27,075	
—Cooked ham in tins	1,460,225	
—Tinned luncheon meat	29,196	
—S. P. pork	43,422	
—Fresh frozen pork	37,672	
Norway—Mutton and beef sausage	1,100	
Rumania—Cooked ham in tins	7,631	
Switzerland—Meat extract	2,240	

CHICAGO PROVISION MARKETS

Reported by The National Provisioner Daily Market Service

FUTURE PRICES

SATURDAY, MAY 1, 1937.

	Open.	High.	Low.	Close.
LARD—				
May	11.45-47½	11.60	11.45	11.55b
July	11.80	11.90	11.80	11.90ax
Sept.	12.07½-10	12.25	12.07½	12.22½ax
Oct.	12.22½	12.32½	12.22½	12.32½
Dec.				12.37½b
Jan.				12.43b

CLEAR BELLIES—				
May	15.50			15.50
July				16.15ax
Sept.	16.65			16.65

MONDAY, MAY 3, 1937.

	Open.	High.	Low.	Close.
LARD—				
May	11.55-57½	11.62½	11.50	11.52½b
July	11.90	11.92½	11.85	11.87½ax
Sept.	12.25	12.25	12.15	12.20
Oct.	12.37½	12.37½	12.30	12.30
Dec.	12.37½			12.37½
Jan.				12.45ax

CLEAR BELLIES—				
May	15.50b			15.50b
July				16.10ax
Sept.	16.65			16.65ax

TUESDAY, MAY 4, 1937.

	Open.	High.	Low.	Close.
LARD—				
May	11.57½	11.57½	11.50	11.50b
July	11.90	11.90	11.82½	11.85
Sept.	12.25	12.25	12.12½	12.17½ax
Oct.	12.37½	12.37½	12.27½	12.32½
Dec.				12.32½ax
Jan.	12.37½			12.37½

CLEAR BELLIES—				
May	15.50n			15.50n
July	16.10	16.10	16.05	16.05ax
Sept.				16.55ax

WEDNESDAY, MAY 5, 1937.

	Open.	High.	Low.	Close.
LARD—				
May	11.55	11.55	11.45	11.45b
July	11.87½	11.87½	11.77½	11.82½
Sept.	12.22½	12.22½	12.10	12.12½
Oct.	12.37½	12.37½	12.25	12.25b
Dec.	12.30	12.30	12.25	12.25ax
Jan.				12.35ax

CLEAR BELLIES—				
May	15.50			15.50
July	16.00			16.00
Sept.				16.55n

THURSDAY, MAY 6, 1937.

	Open.	High.	Low.	Close.
LARD—				
May	11.45	11.45	11.40	11.42½
July	11.80	11.82½	11.72½	11.77½ax
Sept.	12.12½	12.12½	12.07½	12.07½
Oct.	12.25	12.25	12.20	12.20b
Dec.	12.27½			12.27½
Jan.				12.27½ax

CLEAR BELLIES—				
May	15.50ax			15.50ax
July				16.00ax
Sept.	16.50			16.50ax

FRIDAY, MAY 7, 1937.

	Open.	High.	Low.	Close.
LARD—				
May	11.35-37½	11.37½	11.27½	11.32½
July	11.72½-65	11.72½	11.60	11.62½b
Sept.	12.00-02½	12.02½	11.90	11.90-92½
Oct.	12.15-10	12.15	12.05	12.05
Dec.	12.20	12.20	12.10	12.10ax
Jan.				12.15ax

CLEAR BELLIES—				
May	15.50ax			15.50ax
July	15.90	15.90	15.87½	15.87½
Sept.				16.35ax

Key: ax, asked; b, bid; n, nominal; —, split.

CANADIAN EXPORTS TO U. S.

	Mar., 1937.	3 mos., 1937.	3 mos., 1936.
Cattle, No.	17,551	59,634	37,307
Calves, No.	7,212	14,611	5,197
Hogs, No.	5,351	22,397	15,430
Sheep, No.	29	201	90
Beef, lbs.	190,000	406,500	723,400
Bacon, lbs.	262,600	732,200	356,200
Pork, lbs.	1,784,600	4,856,900	2,590,800
Mutton & lamb, lbs.			6,500
Canned meat, lbs.	105	170	465
Lard, lbs.		200	500
Lard compound, lbs.	100	200	

CASH PRICES

Based on actual carlot trading Thursday, May 6, 1937.

REGULAR HAMS.

	Green.	*S.P.
8-10	19	19½
10-12	18½	18½
12-14	18	18½
14-16	17½	18½
16-18 range	18	

BOILING HAMS.

	Green.	*S.P.
16-18	17½	17½
16-20 range	17½	17½
18-20	17½	17½
16-22 range	17½	

SKINNED HAMS.

	Green.	*S.P.
10-12	19½	19½
12-14	18½	18½
14-16	18½	18½
16-18	18½	18½
18-20	18½	17½
20-22	18½	17½
22-24	17½	17½
24-26	16½	16½
26-30	15½	15½
30 and up	15½	15½

PICNICS.

	Green.	*S.P.
4-6	13½	13
6-8	13	12½
8-10	12½	12
10-12	12½	11½
12-14	12½	11½

Short Shank ½c over.

BELLIES.

(Square cut seedless.)

(S. P. ¼c under D. C.)

	Green.	*D.C.
6-8	19	19½
8-10	18½	18½
10-12	18	18½
12-14	17½	18½
14-16	17½	18
16-18	17½	18

*Quotations represent No. 1 new cure.

D. S. BELLIES.

	Clear.	Rib.
14-16	15½	
16-18	15½	
18-20	15½	
20-25	15½	15½
25-30	15½	15½
30-35	15½	15½
35-40	15½	15½
40-50	15½	15

D. S. FAT BACKS.

6-8	10	
8-10	10½	
10-12	11½	
12-14	12½	
14-16	13½	
16-18	13½	
18-20	14½	
20-25	15½	

OTHER D. S. MEATS.

Extra Short Clears	35-45	15½n
Extra Short Ribs	35-45	15½n
Regular Plates	6-8	11½
Clear Plates	4-6	10
Jowl Butts		10½
Green Square Jowls		12½
Green Rough Jowls		10½

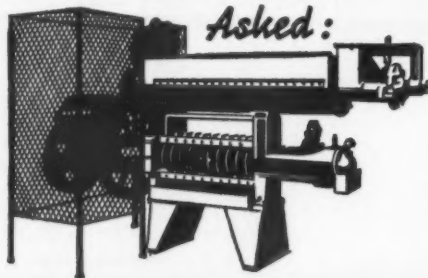
LARD.

Prime Steam, cash	11.40n
Prime Steam, loose	10.75n
Refined, boxed, N. Y.—Export	unquoted
Neutral, in tierces	12.75n
Raw Leaf	10.75n

MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended May 7, 1937, totaled 10 barrels of pork, 336,200 pounds of lard and 10,000 pounds of bacon.

The President Asked:

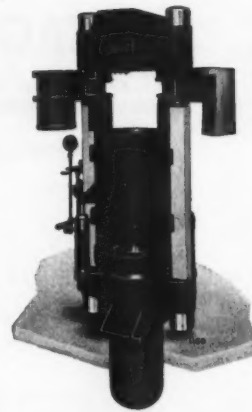


"HOW CAN MODERATE SIZE PLANTS MAKE GREATER PROFITS?"

● By installing an Anderson Red Lion Expeller," said the superintendent. "If we need an Expeller to fit our requirements then investigate the Red Lion Expeller. It affords a low initial investment with resulting economies. It requires less labor and skill to operate and the upkeep cost is negligible. Even if we run it a few hours daily it is profitable."

"Sounds great to me, Jones. Send for an Anderson representative." This plant of moderate capacity soon purchased an Anderson Red Lion Expeller.

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1946 WEST 96TH STREET : : CLEVELAND, OHIO



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DUNNING & BOSCHERT PRESS CO., INC.
362 West Water St. Syracuse, N. Y.

Can you produce **2% FAT** meat scraps?
We'll gladly tell you how. Write!

E. W. McCULLOUGH

3924 N. Jersey St., Indianapolis, Indiana

BY-PRODUCTS MARKETS

Chicago, May 6, 1937.

Blood.

Blood market very quiet with quotations nominal.

	Unit
	Ammonia.
Unground	\$3.75@3.80a

Digester Feed Tankage Materials.

Market continues quiet with sellers ideas around \$3.90@4.00 on 10 to 12 ammonia. Buyers ideas around quoted prices.

Unground, 10 to 12% ammonia.....	\$3.75@3.85 & 10c
Unground, 6 to 10%, choice quality 4.00@4.25 & 10c	
Liquid stick	@2.60

Packinghouse Feeds.

Market quiet. Only limited quantities moving.

	Carlots,
	Per ton.
Digester tankage meat meal, 60%....	\$ @55.00
Meat and bone scraps, 50%.....	@52.50
Raw bone meal for feeding.....	@45.00

Bone Meals (Fertilizer Grades).

Bone meal market unchanged and firm. Prices quoted below are f.o.b. production point.

	Per ton.
Steam, ground, 3 @ 50.....	\$ @24.00
Steam, ground, 2 @ 27.....	@23.50

Gelatin and Glue Stocks.

Market firm at quoted prices, Chicago basis.

	Per ton.
Calf trimmings	@45.00
Pickled sheep trimmings.....	@40.00
Sinews, pixies	@35.00
Cattle jaws, skulls and knuckles.....	@35.00
Hide trimmings	@32.00
Pig skin scraps and trim, per lb., l.c.l.	5 @ 5 3/4c

Fertilizer Materials.

Market quiet and nominal.

High grd. tankage, ground,	
10@11% am.....	\$ @ 3.75 & 10c
Bone tankage, ungrd., low gr.,	
per ton.....	@22.50
Hoof meal.....	@ 3.60

Dry Rendered Tankage.

Crackling market dull. Some movement, average grade material at lower end of price range.

Hard pressed and expeller unground	
per unit protein.....	\$.77 1/2 @ .80
Soft prd., pork, ac. grease & qual-	
ity, ton.....	@55.00
Soft prd. beef, ac. grease & qual-	
ity, ton.....	@50.00

Horns, Bones and Hoofs.

Bone market firm with continuing good demand for house run hoofs and horns.

	Per ton.
Horns, according to grade.....	\$45.00@75.00
Cattle hoofs	@50.00
Junk bones.....	25.00@27.50

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Animal Hair.

Winter take-off continues in good demand. Summer take-off can be sold to advantage.

Coll and field dried hog hair.....	2 1/2c @ 4 1/2c
Processed, black winter, per lb.....	7c @ 9 1/2c
Cattle switchies, each.....	2 1/2c @ 3c

*According to count.

TALLOW FUTURE TRADING

Tallow transactions at New York during week ended May 7:

SATURDAY, MAY 1, 1937.

	High.	Low.	Close.
May	8.50@8.75		
June	8.50@8.75		
July	8.50@8.80		
Aug.	8.50@8.75		
Sept.	8.60@8.75		
Oct.	8.50@8.75		

MONDAY, MAY 3, 1937.

		*8.45
May		8.45@8.80
June		8.50@8.75
July		8.50@8.75
Aug.		8.50@8.80
Sept.		8.50@8.75
Oct.		8.50@8.80

TUESDAY, MAY 4, 1937.

		8.40@8.75
May		8.45@8.75
June		8.50@8.75
July		8.50@8.80
Aug.		8.50@8.80
Sept.		8.60@8.80
Oct.		8.50@8.80

WEDNESDAY, MAY 5, 1937.

		8.40@8.70
May		8.40@8.70
June		8.50@8.75
July		8.50@8.75
Aug.		8.50@8.70
Sept.	8.60	8.60
Oct.		8.55@8.65

THURSDAY, MAY 6, 1937.

		8.40@8.65
May		8.40@8.65
June		8.50@8.64
July		8.40@8.65
Aug.		8.55@8.65
Sept.		8.50@8.64
Oct.		

FRIDAY, MAY 7, 1937.

		8.30@8.60
May		8.50@8.60
July		8.40@8.60
Sept.		
No sales.		

*Bid.

Watch "Wanted" page for bargains.

The National Provisioner

issione

at \$3.90 but might be bought on a bid of \$3.80 per unit, c.i.f. Atlantic Coast ports.

Ground fertilizer tankage and unground feeding tankage are selling at from \$3.90 and 10c@4.00 and 10c, f.o.b. local shipping points. Demand and stocks are light.

There is a demand for spot fish meal but there are no offerings around New York for earlier than late May arrival and sellers are quoting \$56.00 per net ton, for very limited quantities. For June-July shipment from Japan, this material is offered at \$54.00 per net ton, c.i.f. North Atlantic Coast ports.

Dry rendered tankage, 50 per cent unground, sold at 92½¢ per unit and sellers are now quoting 95¢ per unit, f.o.b. New York.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports; May/June 1937	\$	@ 27.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	nominal	
Blood, dried, 16% per unit	@	3.75
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory	4.25 & 10c	
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f. spot	@	56.00
June shipment	@	54.00
Fish scrap, acidulated, 6% ammonia, 3% A.P.A., f.o.b. fish factories	3.00 & 50c	
Soda nitrate, per net ton; bulk, May/June 1937, inclusive	@	25.50
in 200-lb. bags	@	26.80
in 100-lb. bags	@	27.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	3.95 & 10c	
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk	3.90 & 10c	

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@	27.00
Bone meal, raw, 4½ and 50 bags, per ton, c.i.f.	@	37.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@	8.50

Dry Rendered Tankage.

50% unground	@	95c
60% unground	@	97½c

PACKINGHOUSE BY-PRODUCT YIELDS

Estimated yield and production of by-products from slaughter under federal inspection, March, 1937, with comparisons:

	Average wt. per animal.		Per cent of live weight.		Production						Percent March, 1937 is of average
	Mar. 1, 1936 to Feb. 28, 1937.	Mar., 1937.	Mar. 1, 1936 to Feb. 28, 1937.	Mar., 1937.	Mar. 1, 1936 to Feb. 28, 1937.	Mar., 5-yr. average 1932-1936.	Mar., 1936.	Mar., 1937.			
	Lbs.	Lbs.	Pct.	Pct.	M lbs.	M lbs.	M lbs.	M lbs.	Pct.		
Edible beef fat¹	31.56	30.74	3.43	3.37	342,419	25,060	25,958	25,198	100.55		
Edible beef offal	35.62	35.28	3.87	3.87	385,865	22,461	27,367	28,920	128.76		
Cattle hides	61.82	61.83	6.72	6.78	674,523	43,588	47,760	51,033	117.08		
Edible calf fat¹	1.40	1.39	.72	.84	8,498	559	577	818	146.33		
Edible calf offal	7.49	7.15	3.88	4.33	45,536	2,995	3,360	4,207	140.47		
Lard²	27.08	25.32	12.07	11.53	992,080	97,673	75,518	76,584	78.41		
Edible hog offal	8.18	8.17	3.64	3.72	299,234	20,447	21,032	24,711	120.85		
Pork trimmings	16.08	15.97	7.15	7.27	585,617	44,915	43,526	48,304	107.55		
Inedible hog grease	2.31	2.19	1.03	1.00	85,034	8,131	6,517	6,642	81.69		
Edible sheep fat¹	1.71	1.98	2.02	2.21	29,523	2,635	2,565	2,592	98.37		
Edible sheep offal	2.32	2.38	2.75	2.66	40,228	2,893	3,154	3,116	107.71		

¹Unrendered. ²Rendered.

COCOANUT OIL TAX VALID

Validity of the 3 cent per pound tax on the first domestic processing of coconut oil has been upheld by the U. S. Supreme Court in deciding suits brought by two soap manufacturers. The court ruled that the levy was a valid application of the taxing power and sustained the provision under which over \$40,000,000 in taxes already collected will be paid to the Philippine government.

The Cincinnati Soap Co. and Haskins Bros. and Co. contended that the levy was illegal because it taxed one group for the benefit of another. They also challenged the law as a part of the AAA scheme of agricultural control, relying on the court's decision that the AAA was unconstitutional. The 3-cent processing tax was imposed in 1934 largely to protect domestic fats from competition of imported vegetable oils since the former were affected by AAA processing taxes.

The Supreme Court's opinion stated that "the imposition of the tax in itself is a valid exercise of the taxing power of the federal government. It is purely an excise tax upon a manufacturing process for revenue purposes, and in no sense a regulation of the process itself."

COTTONSEED PRODUCTS MEET

Program has been completed for the 44th annual convention of the National Cottonseed Products Association, to be held at the Baker hotel, Dallas, Tex., on May 17-19. Features of each of the three days' sessions will deal with topics of vital interest to the industry. Speakers will include attorney general William McCraw of Texas, past president George W. Covington of Mississippi, Charles J. Haden of Atlanta, Ga., Prof. H. J. Gramlich of the University of Nebraska, and vice president R. W. Doe, Safeway Stores, Oakland, Calif. There will also be two sound films on the program, which later may be made available to members for their advertising and public relations activities.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., May 6, 1937.—Cotton oil futures were up about ¼¢ lb. for week. Crude, unchanged at 9c lb., bid, with mills generally holding for higher markets. Bleachable, steady. Diminishing hog receipts and unfavorable government weekly cotton crop report yesterday may soon have important bearing on future prices. Soapstock, scarce and higher.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, May 6, 1937.—Forty-three per cent cottonseed cake and meal, basis Dallas, for interstate shipment, excluding Oklahoma, \$43.00. Prime cottonseed oil was quoted at Dallas at 9@9½¢.

MARGARINE MATERIALS USED

Products used in margarine manufacture during March, 1937, compared with the quantities used in the same month a year ago are reported as follows:

	Mar., 1937.	Mar., 1936.
	Lbs.	Lbs.
Ingredients of Uncolored Oleomargarine:		
Babassu oil	2,349,980	2,349,728
Cocconut oil	5,181,715	13,160,094
Corn oil	147,147	98,672
Cottonseed oil	14,593,856	8,783,733
Derivative of glycerine	104,262	89,216
Lecithin	2,903	1,767
Milk	6,737,562	6,564,494
Neutral lard	176,231	202,358
Oleo oil	1,532,146	1,239,651
Oleo stearine	230,273	277,692
Oleo stock	158,089	191,490
Palm oil	202,447	174,776
Palm kernel oil	959,202	959,202
Peanut oil	320,065	400,185
Salt	1,494,269	1,746,526
Sesame oil	17,922	9,234
Soda (Benzonate of)	3,852,144	15,120
Soya bean oil	3,852,144	280,514
Total	38,059,919	36,064,568

	Mar., 1937.	Mar., 1936.
	Lbs.	Lbs.
Ingredients of Colored Oleomargarine:		
Babassu oil	4,342	6,561
Cocconut oil	15,553	128,454
Color	157	216
Corn oil	990	33
Cottonseed oil	49,634	34,063
Derivative of glycerine	279	25
Milk	36,761	57,640
Neutral lard	5,873	5,128
Oleo oil	25,939	30,258
Oleo stearine	7,580	600
Oleo stock	2,188	2,617
Palm oil	11,110	2,390
Palm kernel oil	725	.....
Peanut oil	1,278	539
Salt	11,477	20,665
Soda (Benzonate of)	47	59
Soya bean oil	10,354	539
Total	184,287	289,815

MAR. MARGARINE PRODUCTION

Margarine produced during March, 1937, with comparisons showing an increase of 6.5 per cent from the production of March, 1936, is reported as follows by margarine manufacturers:

	Mar., 1937.	Mar., 1936.
	Lbs.	Lbs.
Production of uncolored margarine	35,833,443	33,541,669
Production of colored margarine	160,459	252,663
Total production	35,993,902	33,794,332
Per cent increase, 6.5.		
Uncolored margarine with-drawn tax paid	35,074,170	33,961,253
Colored margarine with-drawn tax paid	64,788	60,716

VEGETABLE OILS ★

WEEKLY MARKET REVIEW

TRADING was moderate but there was a steady undertone in the cottonseed oil futures market during the past week. Prices advanced about $\frac{3}{8}$ ¢ per lb. compared with the previous week. There was a distinct letup in liquidation and some improvement in the character of buying power. This took the surplus oil out of the ring and brought about covering by professional shorts.

The market's action was largely due to improvement in commodities and particularly to a better tone in European security and commodity markets. There was less apprehension about possible bad developments arising out of London's settlement day on Thursday.

Cottonseed oil was believed to be in a better technical position. While there have been 39 tenders on May contracts thus far, the oil has been taken almost entirely by the trade and a moderate sized-short interest still existed in the spot month. This, together with unfavorable rains in the Central and Eastern cotton belts, served to bring about some absorption and unsettle shorts. The movement was aided by the ability of lard to hold in face of active liquidation and corn's advance to a new season's high. On the swells, however, offerings showed a tendency to enlarge with scattered profit taking in evidence. There was a fair character of absorption on the setback which was credited in part to foreign account.

No Statistical Change

The oil situation was without notable change statistically. Supplies are plentiful for the balance of the season's demand and the outlook still points to a possible carryover of around 1,000,000 bbls. Such a carryover, while slightly larger than the previous season, should not prove burdensome as a great quantity of oil will be needed for the inbetween season's demand. The carryover, whatever it may ultimately prove to be, will be in the strongest hands in the trade.

A good increase in the cotton acreage is anticipated although it will probably not be as heavy as predicted earlier. Latest reports from private sources point to an increase of 10 to 15 per cent to a probable maximum area of around 35,000,000 acres. Weather conditions gradually will become more of a price-making factor in oil. There were some beneficial rains in the Western cotton belt during the week but more moisture is still required.

Cash oil demand was again disappointingly quiet during the week. A fair trade was reported at times but business was mostly of a hand-to-mouth character. The trade showed little or no intention of stocking up its rather

bare shelves and adding to its inventory.

Estimates on April oil consumption are running from around 200,000 to 225,000 bbls. compared with about 204,000 bbls. in April a year ago.

The large lard stocks still hang over the cotton oil market in spite of constructive developments in oil. This makes for cautiousness although it is well known how rapidly lard stocks dwindle under certain conditions. However, it will take a sizeable decline in hog marketings and some increase in consumer demand to bring about any important decrease in stocks before new oil begins to move. There has been some letup in the hog run and further decreases in marketings are likely as spring farm work increases.

COCOANUT OIL.—The market was quiet and steady at New York and appeared to be awaiting developments. The Supreme Court upheld the 3¢ per pound processing tax on this oil. Nearby oil was nominally $7\frac{1}{2}$ ¢ and July-December held at 7¢ but was relatively cheaper on the Pacific Coast.

CORN OIL.—Demand was rather quiet. Sellers' ideas were steadily maintained at New York at around 9 $\frac{1}{2}$ ¢.

SOYA BEAN OIL.—Offerings at New York were held on a basis of 9 $\frac{1}{2}$ ¢@10¢. There was talk of imported oil at around 9 $\frac{1}{2}$ ¢, particularly from Manchuria.

PALM OIL.—This market ruled steady in light trading with spot Nigre nominal at New York and shipment Nigre quoted at 5.35¢. Sumatra oil was quoted at 5 $\frac{1}{2}$ ¢@5 $\frac{3}{4}$ ¢.

PALM KERNEL OIL.—Demand was rather slow at New York. Shipment oil was easier on a basis of 6 $\frac{1}{2}$ ¢.

OLIVE OIL FOOTS.—The market

was quiet but steady. Sellers were quoting around 12¢, New York.

PEANUT OIL.—Demand was moderate owing to the relative cheapness of competing oils. Sellers were quoting peanut oil around 9 $\frac{1}{2}$ ¢, New York.

COTTONSEED OIL.—Valley and Southeast crude were quoted on Wednesday at 9.00 bid; Texas 9.00 bid at common points; Dallas 9.12 $\frac{1}{2}$ nominal.

Market transactions at New York:

Friday, April 30, 1937

Sales.	Range—		Closing—	
	High.	Low.	Bid.	Asked.
May	7	985	965	985 a 994
June				995 a nom
July	51	1003	980	1003 a 1005
Aug.				1005 a nom
Sept.	84	1009	987	1009 a 1007
Oct.	29	998	972	995 a 998
Nov.				980 a 990
Dec.	6	988	968	988 a trad

Saturday, May 1, 1937

May	1	984	984	980 a 983
June				985 a nom
July	23	1005	994	995 a 94tr
Aug.				1000 a nom
Sept.	24	1008	1000	1000 a trad
Oct.	9	995	987	987 a trad
Nov.				980 a 985
Dec.	4	982	980	977 a 981

Monday, May 3, 1937

May	4	985	980	989 a 995
June				990 a nom
July	20	1003	997	1003 a trad
Aug.				1005 a nom
Sept.	30	1013	1003	1010 a 13tr
Oct.	14	998	990	998 a trad
Nov.				990 a 992
Dec.	2	981	981	987 a 989

Tuesday, May 4, 1937

May	12	1005	995	1004 a 03tr
June				1005 a nom
July	29	1013	1004	1006 a trad
Aug.				1010 a nom
Sept.	34	1019	1012	1015 a 17tr
Oct.	20	1006	999	1003 a trad
Nov.				995 a nom
Dec.	9	996	990	991 a 995

Wednesday, May 5, 1937

May	3	1003	1000	1003 a trad
June				1000 a nom
July	21	1015	1008	1009 a trad
Aug.				1010 a nom
Sept.	38	1024	1013	1015 a trad
Oct.	17	1016	1005	1005 a trad
Nov.				995 a 1000
Dec.	6	1005	995	994 a 997

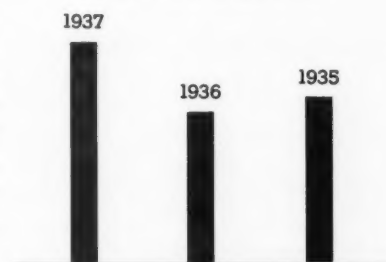
Thursday, May 6, 1937

May	9.95	9.88	9.85	....
July	10.10	9.93	9.96	....
Sept.	10.05	9.97	10.01	....
Oct.	10.05	9.90	9.99	....
Dec.	9.90	9.85	9.83	....

(See page 40 for later markets.)

COTTON OIL IMPORTS

(First 3 mos. 1937, '36 and '35)



Normally an exporter of cottonseed oil, the United States began importing considerable quantities in 1935. Oil imports for the first quarter of 1937 totaled 63,911,000 lbs., or almost 20,000,000 lbs. above imports in the like periods of 1936 and 1935.

Week Ending May 8, 1937

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Lard was weak the latter part of week on renewed liquidation, hedge selling, poor support, reports of quiet cash trade and unsteadiness in other commodities.

Cottonseed Oil

Cotton oil was weaker on commission house selling liquidation, some foreign selling and easier lard and cotton markets. Cash oil demand continued small. Crude quoted at 8½¢@9¢.

Quotations on bleachable cottonseed oil at close of market on Friday were: May, 9.61@9.70; July, 9.76@9.78; Sept., 9.81@9.83 sales; Oct. 9.73; Nov., 9.70; Dec. 9.66 sales. Tone easy; sales 97 lots.

Tallow

Tallow, extra 8½¢ lb., f.o.b.

Stearine

Stearine, 9½¢@9½¢.

Friday's Lard Markets

New York, May 7, 1937.—Prices are for export. Lard, prime Western, \$11.65 @11.75; middle Western, \$11.60@11.70; city, 11½¢@11½¢; refined Continent 11½¢; South American, 12¢; Brazil kegs, 12½¢; compound, 12½¢ in carlots.

BOSTON WOOL MARKET

Little interest shown in domestic wools on the Boston market although some price quotations were slightly higher than a week ago, as follows:

Fleece Wools, Grease Basis.

Ohio & Penn., fine decline.....	44@46c
Ohio & Penn., ½-bl'd combing.....	47@48c
Ohio & Penn., ¾-combing.....	48@49c
Ohio & Penn., ¾-combing.....	46@47c
Low, ¾-combing.....	41@43c
Territory, scoured basis—	
Fine staple.....	1.10@1.12
Fine, French combing.....	1.05@1.08
Fine, fine medium clothing.....	1.01@1.03
¾-blood, staple.....	1.08@1.10
¾-blood, staple.....	.95@.98
¾-blood, staple.....	.88@.90
Low, ¾-blood.....	.81@.83
Texas, scoured basis—	
Choice, 12 months.....	1.03@1.05
Average, 12 months.....	1.00@1.02
Fine, 8 months.....	.98@1.00
Fall.....	.93@.95
California, scoured basis—	
Northern.....	1.00@1.02
Southern.....	.98@1.00

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to May 7, 1937: To the United Kingdom, 112,478 quarters, to the Continent, 7,728. Last week to United Kingdom 82,563 quarters; to the Continent, 19,563.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, May 6, 1937.—General provision market steady but dull; very poor demand for A. C. hams, no demand for pure lard.

Friday's prices were: Hams, American cut, 93s; hams, long cut, exhausted; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 76s; Wiltshires, unquoted; Cumberlands, 69s; Canadian Wiltshires, 82s; Canadian Cumberlands, 75s; spot lard, 64s 6d.

LIVERPOOL PROVISION STOCKS

Provision stocks on hand May 1, 1937, as estimated by Liverpool Trade Association:

	May 1, 1937.	Apr. 1, 1937.	May 1, 1936.
Bacon, lbs.....	44,688	157,584	183,008
Ham, lbs.....	378,896	425,264	520,912
Shoulders, lbs.....	2,240	2,240	25,984
Butter, cwt.*.....	11,418	5,354	7,645
Cheese, cwt.*.....	11,052	11,938	9,507
Lard, steam (U. S.)	28	.....	.....
Lard, steam (Canada)	19	12	.....
Lard, steam (Argentina)	8	80	.....
Lard, refined (U. S.)	251	417	1,035
Lard, refined (Canada)	26	45	49
Lard, refined (Can. & So. Amer.) tons.....	8	2	.....

* (Ton of 2,240 lbs., cwt., 112 lbs.)

FEBRUARY LARD MOVEMENT

Estimated production and consumption of lard from federally inspected slaughter during February, 1937, with comparisons:

	Feb. 1937.	Jan. 1937.	Feb. 1936.
Production, M lbs.....	72,324	90,443	66,464
Storage beginning of month, M lbs.....	182,709	145,809	75,669
Storage end of month, M lbs.....	202,476	182,709	78,725
Exports (refined and neutral), M lbs.....	4,518	8,855	7,570
Apparent consumption, M lbs.....	48,039	44,688	55,838
Per-capita consumption, lbs.....	.37	.35	.44

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended May 1, 1937, were as follows:

	Week May 1.	Previous Week.	Same Week '36.
Cured meats, lbs.....	14,955,000	13,695,000	14,594,000
Fresh meats, lbs.....	48,918,000	40,807,000	48,159,000
Lard, lbs.....	2,069,000	1,969,000	2,543,000

HULL OIL MARKETS

Hull, England, May 1, 1937.—Refined cottonseed oil, 33s. Egyptian crude cottonseed oil, 30s.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended May 7, 1937, with comparisons, are reported as follows:

PACKER HIDES.

	Week ended May 7.	Prev. week.	Cor. week, 1936.
Spr. nat. str. 17.....	@17½n	@17½n	12½@12½
Hvy. nat. str. 16½.....	@17n	@17	12@12½
Hvy. Tex. str. 16½.....	@17n	@17ax	12@12½
Hvy. butt brnd'd str. 16½.....	@17n	@17ax	12@12½
Hvy. Col. str. 16½.....	@16½n	@16½	11½@12
Ex-light Tex. str. 15½.....	@15½n	@15½	@10
Hvy. nat. cows 15½.....	@16n	@16	9½@9½
Lt. nat. cows 15½.....	@16n	@16	@10½
Nat. bulls.....	@13½	@13½	@8½
Brnd'd bulls.....	@12½	@12½	@7½
Calfskins.....	27@29n	27@29	19@22n
Kips, nat.....	@19n	@18	@14
Kips, ov.-wt.....	@18n	@18	@13
Kips, brnd'd.....	@17n	@17	10½@11n
Slunks, reg.....	@1.40n	@1.40	1.20@1.25
Slunks, hrls.....	@55	@55	35@40

Light native, butt branded and Colorado steer 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts. 14.....	@15n	14@15½	9½@9½
Branded.....	13½@14½	13½@14½	9@9½
Nat. bulls.....	@12	@12	7@7½
Brnd'd bulls.....	@11	@11	6@6½
Calfskins.....	20½@24x	22@24½	17@18½
Kips.....	@16½n	16½@17	12@12½
Slunks, reg.....	1.20@1.30n	1.20@1.30n	80@1.00
Slunks, hrls.....	@50n	@50n	20@25

COUNTRY HIDES.

Hvy. steers.....	@11½n	@11½	8@8½
Hvy. cows.....	@11½n	@11½	8@8½
Buffa.....	@13½	@13½	8½@9
Extremes.....	@14x	@14x	9½@10
Bulls.....	@10n	10½@10½	@6
Calfskins.....	@17	16@17	12@12½
Kips.....	@14½	@14½	9½@10
Light calf.....	1.20@1.35n	1.25@1.40n	80@85n
Deacons.....	1.20@1.35n	1.25@1.40n	80@85n
Slunks, reg.....	@1.00n	85@1.00n	60@75n
Slunks, hrls.....	@25n	15@25n	10@15n
Horsehides.....	4.40@5.65	4.50@5.70	3.10@3.75

SHEEPSKINS

Pkr. lambs.....	3.00@3.25n	3.00@3.25n	1.90@2.10
Sml. pkr. lambs.....	2.50@2.75n	2.50@2.75	1.40@1.65
Pkr. shearlgs.....	1.35@1.50	1.35@1.50	@1.10
Dry pelts.....	@22	@22	14@16

N. Y. HIDE FUTURE MARKETS

Saturday, May 1, 1937.—Close: June 16.38 n; Sept. 16.78@16.80; Dec. 17.10 sale; Mar. 17.39 n; sales 10 lots. Closing unchanged.

Monday, May 3, 1937.—Close: June 16.39 n; Sept. 16.79 sale; Dec. 17.12 sale; Mar. 17.41 n; sales 10 lots. Closing 1@2 higher.

Tuesday, May 4, 1937.—Close: June 16.30@16.34; Sept. 16.68@16.70; Dec. 16.96@16.99; Mar. 17.25 n; sales 31 lots. Closing 9@16 lower.

Wednesday, May 5, 1937.—Close: June 15.93@15.96; Sept. 16.34@16.35 sales; Dec. 16.68 sale; Mar. 16.97 n; sales 99 lots. Closing 28@37 lower.

Thursday, May 6, 1937.—Close: June 16.01@16.05; Sept. 16.45 sale; Dec. 16.76 sale; Mar. 17.05 n; sale 18 lots. Closing 8@11 higher.

Friday, May 7, 1937.—Close: June 16.24 b; Sept. 16.65 sale; Dec. 16.94 n; Mar. 17.23 n; sales 45 lots. Closing 18@23 higher.

Watch Classified page for bargains in equipment.

The National Provisioner

HIDES AND SKINS

WEEKLY MARKET REVIEW



Chicago

PACKER HIDES.—Trading continued practically at a standstill this week in the packer market, with actual business confined to 500 Apr. native bulls at close of last week by one packer at 13½c, steady. Late this week, the Association sold 1,000 Apr.-May native steers at 16½c, in line with bid price, and later sold 3,000 Apr.-May light native cows at 15½c and 1,000 Apr.-May branded cows at 15½c to Exchange operators; these prices were steady with their last sales but included May take-off, and bids were available only after late firming of futures.

The feature of the week was the movement of about 75,000 Uruguay and Argentine steers in the South American market, with Argentines going at 100 pesos, equal to 16-3/16c, c.i.f. New York, as against 18c reported paid early previous week. Stocks of heavy hides had been accumulating there and, with those hides getting into autumn quality, a narrowing of the spread as compared with our native steers was expected. Even at this level, when 10% duty is added, the spread is still considerably over native steers, on which seasonal quality is improving.

Packers' ideas are still unchanged, with April steers and cows held at ½c over the prices reported above on Association trading. A good buyer interest has been reported under the market, with tanners waiting for someone to take the initiative in placing bids. There appears to be no disposition on the part of buyers to unduly bear down the market; rather a tendency to wait until commodities in general attain a better balance after the recent foreign break, to lend confidence to their operations.

Hides have suffered less than other commodities in the recent break, due to their good statistical position. Production of shoes in March was 45,803,218 pairs, as against 39,362,473 in Feb. and 34,831,676 in March 1936; for Jan. to Mar., 122,032,849 pairs showed an increase of 20.5% over the 101,234,035 for same three months last year. Production should show a seasonal decrease from now on until July. Leather has been moving freely until the past week or so, and the better consumption was reflected in the note of confidence expressed at the Tanners Council annual convention this week.

Cattle kill is expected to fall off further as pasture conditions improve, the April kill already showing a fair decrease. Meanwhile, seasonal quality of hides is improving and the time is not far distant when buyers who cannot use winter quality hides will be entering the market. Neutral observers appear to feel that Apr. stocks will move eventually not lower than indicated by

the few scattered sales this week, even if some slight adjustment is made prior to Apr. prices.

OUTSIDE SMALL PACKER HIDES.—Offerings of outside small packer all-weight natives at 14½c for Apr. and 14c for Mar. take-off, selected, f.o.b. nearby points, met no response from buyers this week; couple small lots Mar. hides reported to have sold slightly under 14c but usually in nature of distress sales and not general. Chicago take-off only nominal around 15c, brands ½c less.

PACIFIC COAST.—Last reported sale of small lot Vernon packer hides previous week was at 14½c for steers and 13½c for cows, flat, f.o.b. Los Angeles.

FOREIGN WET SALTED HIDES.—The heavy trade in South American market at lower prices was the feature this week. One sale of 2,000 Argentine steers was made early at 105 pesos, equal to 16-15/16c, c.i.f. New York, as against 18c previous week; 6,000 frigorifico light steers also sold at 17½c. Heavy stock had been accumulating for several weeks and, when trading failed to follow at this level, about 50,000 Argentine frigorifico steers moved to the States and England basis 100 pesos or 16-3/16c; also about 20,000 Uruguay steers at 15-15/16c@16½c; 10,000 Argentine reject steers also sold, part at 93½ pesos or 15-3/16c and part 94½ pesos or 15-5/16c. Later, a pack of San-sinena light steers moved at 104 pesos or 16½c. Probably 25,000 hides still held, including a few heavy steers.

COUNTRY HIDES.—There has been very little disposition to attempt business on country hides, pending clarification of the market on packer light cows. Not many country hides are offered but, on the other hand, it is difficult for dealers to move stock; tanner buyers not showing much interest and recent sales have been confined mostly to distress lots or occasional cars. Un-trimmed all-weights quoted 11½@12½c, selected, del'd Chicago. Heavy steers and cows nominal around 11@11½c, trimmed. Offerings of trimmed buffs at 13c unsold, some quoting 12½@13c while others talk ¼c more. Trimmed extremes have been available at 14c, selected, with buyers showing no interest. Bulls around 10c nom.; glues 9½@10c. All-weight branded hides 10½@10½c, flat, nom.

CALFSKINS.—No action as yet on packer April calf. All packers moved their March production several weeks back at 29c for northern heavies 9½/15 lb., 29½c for certain picked points, 28c for River point heavies, with lights under 9½ lb. going a week later at 27c. Buyers, as usual, disguising any interest they have in the market at the moment, awaiting offerings by packers.

Chicago city calfskins easier; two cars, possibly three, of 8/10 lb. sold at 20½c, or 1½c under previous week, and more reported available, with production running well to the lights; the 10/15 lb. are in lighter supply and offerings held at 24c, or ½c off. Outside cities, 8/15 lb., around 22c nom.; mixed cities and countries 19@20c; straight countries 16@17c flat, according to section. Chicago city light calf and deacons offered at \$1.65.

KIPSKINS.—Action awaited on packer April kipskins, with March production except for couple small lots over-weights cleaned up earlier at 19c for northern natives, 18c for northern over-weights, southern a cent less, branded at 17c.

Chicago city kipskins quoted around 16½c nom.; one car sold on private terms after being offered at 17c. Outside cities around 16½@16½c; mixed cities and countries about 15½c; straight countries 14@14½c flat.

Trading awaited on packer Apr. regular slunks, with \$1.40 last paid for March skins.

HORSEHIDES.—Outlet narrow now for horsehides and buyers talking lower recently. Choice city renderers, with full manes and tails, quoted \$5.50@5.65, selected, f.o.b. good sections; ordinary trimmed renderers \$5.10@5.25, del'd Chicago; mixed city and country lots \$4.40@4.60.

SHEEPSKINS.—Dry pelts slow around 21@22c per lb., del'd Chicago, some quoting lower. Shearling production has increased considerably, running mostly No. 2's and No. 3's, with No. 1's scarce and a negligible factor. One packer reports sales this week at steady prices, No. 1's at \$1.50, No. 2's at \$1.20 and No. 3's or clips 90c, and other killers quote same prices for good stock, while sales reported in other directions at \$1.35, \$1.12½ and 82½c. Small packer shearlings range 5@10c lower than these prices for car lots, and down to half-price for less car lots. Pickled skins quiet and production light, with quotations ranging \$8.00@8.50 for old stock; buyers awaiting the better June lambs. No offerings of California lambs reported as yet but production will probably be very light, with around \$8.25 quoted nom. Wool pelts about cleaned up for this season, with nominal quotations around \$3.50@3.65 per cwt. live lamb. Outside small packer pelts \$2.50@2.75 each for the few coming.

New York

PACKER HIDES.—No further action in this market since sales in a moderate way previous week on Apr. butt branded steers at 17c and Apr. Colorados at 16½c, with a few Apr. native steers at 17c.

CALFSKINS.—Collectors sold two or three cars at prices 5@10c lower, with lights easiest; the 4-5's moved at \$1.45 and 9-12's at \$3.45, while 5-7's last sold at \$1.80 and 7-9's \$2.50 and quotable around 5c less. Packers last sold 5-7's at \$1.90, 7-9's at \$2.70 and 9-12's at \$3.70, previous week.

LIVE STOCK MARKETS ★

WEEKLY REVIEW

LIVESTOCK COST AND YIELD

Kinds of livestock slaughtered, cost and yield, with comparisons, March, 1937:

	Feb., 1937.	Jan., 1937.	Feb., 1936.
Average live cost per 100 lbs.:			
Cattle	\$ 7.65	\$ 7.23	\$ 6.52
Calves	7.50	7.68	7.36
Hogs	9.99	9.86	10.08
Sheep and lambs.....	10.99	9.88	9.39
Average yield, per cent:			
Cattle	53.05	53.10	54.01
Calves	58.67	57.40	57.21
Hogs	75.08	74.72	76.05
Sheep and lambs.....	45.91	45.91	46.26
Average live weight, lbs.:			
Cattle	912.45	912.32	924.53
Calves	165.09	176.49	170.49
Hogs	219.64	219.27	228.66
Sheep and lambs.....	89.37	89.87	91.87
Sources of supply, per cent:			
Cattle—			
Stockyards	78.05	79.80	81.24
Other	21.95	20.20	18.76
Calves—			
Stockyards	66.92	69.29	74.82
Other	33.08	30.71	25.18
Hogs—			
Stockyards	51.16	50.45	53.36
Other	48.84	49.55	46.64
Sheep and lambs—			
Stockyards	60.60	60.48	77.15
Other	30.40	30.52	22.85
Classification, per cent:			
Cattle—			
Steers	46.42	45.91	47.00
Bulls and stags.....	3.22	3.03	4.85
Cows and heifers.....	50.36	51.06	48.15
Hogs—			
Sows	48.46	48.02	45.64
Barrows	50.85	51.43	53.70
Stags and boars.....	.69	.55	.66
Sheep and lambs—			
Sheep	5.47	6.18	6.21
Lambs and yearlings ..	94.53	93.82	93.79

NEW YORK LIVE STOCK

Receipts week of May 1, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	6,067	8,316	4,895	27,459
Central Union	1,614	2,144	.....	9,650
New York	481	4,109	20,124	4,869
Total	8,162	14,629	25,019	41,978
Last week	7,257	14,299	24,327	45,586
Two weeks ago.....	6,890	13,536	25,075	45,323

CANADIAN LIVESTOCK PRICES

BUTCHER STEERS.

Up to 1,050 lbs.

Top Prices	Week ended May 1.	Last week.	Same week 1936.
Toronto	\$ 9.00	\$ 8.75	\$ 6.50
Montreal	8.75	8.50	6.00
Winnipeg	8.75	9.00	5.50
Calgary	9.00	8.50	5.00
Edmonton	8.50	8.50	5.00
Prince Albert	6.50	6.50	4.25
Moose Jaw	7.50	7.00	4.50
Saskatoon	7.50	7.00	4.50

VEAL CALVES.

	\$10.00	\$10.00	\$ 9.00
Toronto	7.50	7.50	8.00
Montreal	7.00	7.00	8.50
Winnipeg	8.50	7.50	6.00
Edmonton	7.50	7.00	6.50
Prince Albert	5.00	3.50	4.00
Moose Jaw	6.00	5.50	5.50
Saskatoon	6.00	6.00	5.50

BACON HOGS.

	\$ 9.00	\$ 8.90	\$ 8.50
Toronto	9.25	9.10	9.00
Montreal (1)	8.40	8.25	8.25
Winnipeg (1)	8.00	7.90	7.65
Calgary	8.00	8.00	7.00
Edmonton	8.15	8.00	7.75
Prince Albert	8.25	8.00	7.75
Moose Jaw	8.15	8.00	7.85
Saskatoon	8.15	8.00	7.85

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

GOOD LAMBS.

	\$11.00	\$11.00	\$11.00
Toronto	8.00	10.50	8.00
Montreal	8.50	8.50	8.75
Winnipeg	10.00	8.25	8.50
Calgary	9.00	9.00	8.25
Edmonton	8.00	8.00	7.50
Prince Albert	8.00	3.50	6.00
Moose Jaw	8.00	8.00	6.00
Saskatoon	8.00	8.00	6.00

HOG WEIGHTS AND COSTS

Average weight and cost of hogs at 11 principal markets, March, 1937:

	Mar., 1937.		Feb., 1937.		Mar., 1936.	
	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.
Chicago	245	\$10.11	239	\$10.08	246	\$10.24
East St. Louis	217	10.10	220	10.07	214	10.28
Kansas City	222	9.93	224	9.81	221	10.10
Omaha	227	9.80	214	9.59	252	9.90
Sioux City	230	9.79	214	9.61	256	9.87
South St. Joseph	220	9.87	219	9.75	231	9.96
South St. Paul	210	9.81	206	9.71	238	9.83
Cincinnati	207	10.10	221	10.00	212	10.73
Denver	221	9.55	224	9.68	245	9.93
Fort Worth	200	9.35	205	9.18	213	9.48
Wichita	229	9.80	231	9.66	228	9.92

RECEIPTS AT CHIEF CENTERS

Week ended May 1, 1937:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended May 1.....	185,000	282,000	342,000
Previous week	195,000	354,000	347,000
1936	197,000	320,000	324,000
1935	153,000	268,000	313,000
1934	220,000	476,000	281,000

At 11 markets:	Hogs.
Week ended May 1.....	217,000
Previous week	270,000
1936	252,000
1935	220,000
1934	405,000
1933	443,000
1932	407,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended May 1.....	122,000	174,000	192,000
Previous week	130,000	212,000	186,000
1936	143,000	215,000	177,000
1935	109,000	187,000	222,000
1934	171,000	351,000	184,000
1933	139,000	375,000	216,000
1932	134,000	355,000	220,000

U. S. INSPECTED HOG KILL

At 8 points week ended April 30, 1937:

	Week ended April 30.	Prev. week.	Cor. week, 1936.
Chicago	72,375	92,710	70,600
Kansas City, Kansas.....	18,371	22,848	28,066
Omaha	16,108	22,290	21,941
St. Louis & East St. Louis.....	50,119	51,790	43,789
Sioux City	8,323	12,133	19,423
St. Joseph	9,619	10,127	9,483
St. Paul	25,584	31,387	26,590
N. Y., Newark and J. C. ..	44,446	45,052	38,916
Total	244,945	288,346	259,323

PACIFIC COAST LIVESTOCK

Receipts during the five days ended April 30, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	5,394	1,510	2,166	1,794
San Francisco	2,075	220	1,875	1,075
Portland	2,450	210	4,450	5,675
DIRECTS—Los Angeles: Cattle, 52 cars; hogs, 99 cars; sheep 42 cars. San Francisco: Cattle, 525 head; calves, 30 head; hogs, 1,625 head; sheep, 2,425 head.				



Who said Sausage can't have Personality?

Sure, it can... selling personality! Here's how. Pack that fine, rich, flavorful pork sausage in Bemis Parchment-Lined Bags—made of white, bleached muslin—lined with genuine vegetable parchment, mind you. Close up the end and you have it—goodness and juices safe inside, and your brand beautifully displayed outside.—Pork with personality? And how!

BEMIS Parchment lined BAGS

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THE SALE'S IN THE BAG IF IT'S A BEMIS BAG

CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., May 6, 1937—At 22 concentration points and 9 packing plants in Iowa and Minnesota, current trade undertone in the hog market best of week and fairly strong. Prices steady to 10c higher than last week's close. Loading last half appeared lighter than same period last week. Current prices good to choice 200 to 325 lb. hogs, off truck at plants and stations, \$9.85@10.00, mostly \$9.95 up at plants with long hauls \$10.05@10.10, rail consignments around \$10.20; good to choice 325 to 350 lb. and 180 to 200 lb. hogs, \$9.75@9.95; mixed grade, 160-180 lbs., \$8.75@9.65 and similar light lights \$7.75@8.75. Packing sows off truck mostly \$9.40@9.55.

Receipts week ended May 6, 1937.

	This week.	Last week.
Friday, April 30.....	17,300	20,900
Saturday, May 1.....	10,700	16,000
Monday, May 3.....	26,600	23,400
Tuesday, May 4.....	11,500	12,000
Wednesday, May 5.....	16,000	14,700
Thursday, May 6.....	15,800	17,700

MARCH MEAT CONSUMPTION

Federally-inspected meats available for consumption in March, 1937:

	Total Consumption, lbs.	Per capita, lbs.
BEEF AND VEAL.		
March, 1937.....	485,000,000	3.78
March, 1936.....	440,000,000	3.43
PORK (INC. LARD).		
March, 1937.....	498,000,000	3.89
March, 1936.....	443,000,000	3.46
LAMB AND MUTTON.		
March, 1937.....	56,000,000	.44
March, 1936.....	58,000,000	.46
TOTAL.		
March, 1937.....	1,039,000,000	8.11
March, 1936.....	942,000,000	7.35
LARD.		
March, 1937.....	54,000,000	.42
March, 1936.....	66,000,000	.51

GOVERNMENT GRADED MEAT

Meat graded by the U. S. Bureau of Agricultural Economics during March, 1937, with comparisons, is reported as follows:

	Mar., 1937, 3 mos., lbs.	3 mos., 1937, lbs.	3 mos., 1936, lbs.
Fresh and frozen:			
Beef	36,807,468	105,586,495	90,574,542
Veal and calf	316,499	814,808	746,446
Lamb and mutton	1,980,367	5,733,137	4,490,925
Pork	265,038	722,720	487,374
Cured:			
Beef	141,457	371,314	258,981
Pork	1,825,002	4,188,715	2,310,206
Sausage	3,041,310	8,733,505	7,102,019
Other meats and lard	207,680	614,842	410,843

CANADIAN INSPECTED KILL

	Mar., 1937.	3 mos., 1937.	3 mos., 1936.
Cattle	68,202	197,811	193,834
Calves	55,138	115,803	104,747
Hogs	357,883	1,043,656	783,355
Sheep	46,813	133,388	134,395

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, May 6, 1937, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded).	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. wt., 140-160 lbs.,					
Good-choice	\$ 8.85@10.10	\$ 9.25@10.00	\$ 8.75@ 9.65	\$ 9.10@ 9.85	\$ 9.10@ 9.70
Medium	8.50@ 9.85	8.65@ 9.75	8.25@ 9.25	8.60@ 9.50	8.60@ 9.50
Lt. wt., 160-180 lbs.,					
Good-choice	9.85@10.25	9.75@10.25	9.25@ 9.90	9.50@10.10	9.50@ 9.95
Medium	9.00@10.00	9.15@10.15	8.75@ 9.75	9.00@ 9.75	9.00@ 9.80
Lt. wt., 180-200 lbs.,					
Good-choice	10.00@10.35	10.15@10.40	9.75@10.00	9.75@10.20	9.80@10.00
Medium	9.25@10.10	9.50@10.25	9.25@ 9.85	9.50@10.00	9.25@ 9.90
Med. wt.,					
200-220 lbs., gd.-ch.	10.10@10.40	10.25@10.40	9.85@10.00	10.00@10.20	9.90@10.05
220-250 lbs., gd.-ch.	10.10@10.40	10.30@10.50	9.85@10.00	10.00@10.25	9.95@10.05
Hvy. wt.,					
250-290 lbs., gd.-ch.	10.10@10.40	10.20@10.40	9.80@10.00	10.00@10.20	9.90@10.05
290-350 lbs., gd.-ch.	9.90@10.30	10.00@10.25	9.80@ 9.90	9.95@10.15	9.75@ 9.95
PACKING SOWS:					
275-350 lbs., good.....	9.70@ 9.90	9.60@ 9.80	9.40@ 9.50	9.60@ 9.75	9.40@ 9.60
350-425 lbs., good.....	9.55@ 9.70	9.50@ 9.70	9.35@ 9.40	9.40@ 9.65	9.40@ 9.60
425-550 lbs., good.....	9.30@ 9.55	9.40@ 9.60	9.35@ 9.40	9.45@ 9.60	9.40@ 9.60
275-550 lbs., medium....	8.25@ 9.70	8.00@ 9.60	8.50@ 9.40	8.50@ 9.60	9.00@ 9.40
SLAUGHTER PIGS, 100-140 lbs.:					
Good-choice	8.80@ 9.65	7.50@ 9.50	7.75@ 9.00	8.35@ 9.35	8.50@ 9.35
Medium	7.40@ 8.85	6.85@ 9.25	6.75@ 8.75	8.00@ 9.10	.....
Slaughter Cattle, Calves and Vealers:					
STEERS, 550-900 lbs.,					
Choice	10.00@13.50	10.75@13.25	10.50@12.50	10.25@12.75	10.25@12.50
Good	9.50@11.50	9.50@12.25	9.25@11.25	9.25@11.75	9.00@11.50
Medium	8.75@ 9.75	8.00@10.00	8.25@ 9.50	8.00@10.00	7.75@ 9.25
Common (plain)	6.75@ 8.75	7.00@ 8.25	6.50@ 8.50	6.75@ 8.50	6.25@ 8.25
STEERS, 900-1100 lbs.,					
Prime	14.00@15.00	.....	.....	.....	.....
Choice	11.50@14.50	12.25@14.25	11.25@13.75	11.25@13.75	11.25@13.50
Good	9.75@13.00	10.00@13.00	9.50@12.00	10.00@12.00	9.25@12.25
Medium	8.75@10.50	8.25@10.25	8.50@10.25	8.50@10.25	8.25@ 9.75
Common (plain)	7.50@ 9.00	7.50@ 8.50	7.00@ 8.75	7.00@ 8.75	6.50@ 8.50
STEERS, 1100-1300 lbs.,					
Prime	14.50@15.75	.....	.....	.....	.....
Choice	13.00@15.00	13.00@14.75	12.00@14.75	12.00@14.00	12.25@14.00
Good	10.50@13.50	10.25@13.00	10.25@12.50	10.25@12.25	9.75@12.25
Medium	9.00@10.50	8.50@10.75	8.75@10.50	8.75@10.75	8.50@10.00
STEERS, 1300-1500 lbs.,					
Prime	15.00@15.75	.....	.....	.....	.....
Choice	13.50@15.00	13.00@15.00	12.50@14.00	12.25@14.00	12.25@14.00
Good	11.00@13.50	10.75@13.00	10.50@12.50	10.75@12.25	10.00@12.50
HEIFERS, 750-900 lbs.,					
Choice	11.00@11.75	10.25@11.50	10.50@11.75	10.25@11.50	10.00@11.50
Good	9.75@11.00	9.25@10.25	9.25@10.50	8.75@10.50	8.60@10.25
Common (plain), medium..	6.50@ 9.75	7.00@ 9.25	6.00@ 9.25	5.75@ 9.00	5.75@ 9.00
HEIFERS, 750-900 lbs.,					
Good-choice	9.50@12.50	.....	9.25@12.00	9.00@11.50	8.85@11.50
Common (plain), medium..	7.00@10.00	.....	6.00@ 9.25	5.75@ 9.00	6.00@ 9.00
COWS:					
Choice	8.50@ 9.75	.....	8.25@ 9.50	.....	.....
Good	7.25@ 8.50	7.00@ 8.00	6.75@ 8.25	7.00@ 8.00	6.85@ 8.00
Common (plain), medium..	6.00@ 7.50	5.50@ 7.00	5.75@ 6.75	5.50@ 7.00	5.25@ 6.85
Low cutter-cutter	4.00@ 6.00	3.75@ 5.50	3.75@ 5.75	3.50@ 5.75	3.25@ 5.25
BULLS (Yearlings excluded):					
Good (beef)	7.00@ 7.75	6.65@ 7.50	6.75@ 7.25	6.50@ 7.00	6.35@ 6.90
Cutter, com. (plain), med..	5.75@ 7.00	4.75@ 6.75	5.00@ 6.75	5.25@ 6.50	4.50@ 6.50
VEALERS:					
Good-choice	8.00@10.00	8.25@ 9.50	8.00@10.00	8.00@10.00	7.00@ 9.00
Medium	6.50@ 8.00	6.75@ 8.25	6.00@ 8.00	6.50@ 8.00	6.00@ 7.50
Cull-common (plain)	5.00@ 6.50	4.50@ 6.75	4.00@ 6.00	4.50@ 6.50	4.00@ 6.50
CALVES, 250-500 lbs.,					
Good-choice	6.00@ 9.50	7.00@ 9.75	6.00@ 9.50	6.50@ 9.00	7.00@ 9.50
Common (plain), medium..	4.50@ 6.00	4.75@ 7.00	4.00@ 6.00	4.50@ 6.50	4.50@ 7.00
Slaughter Lambs and Sheep:					
SPRING LAMBS:					
Choice	12.00@12.25	.....	11.50@12.00	11.50@12.25	.....
Good	11.50@12.00	.....	11.00@11.50	10.75@11.50	.....
Medium	10.75@11.50	.....	10.50@11.00	9.75@10.75	.....
Common (plain)	9.75@10.75	.....	9.00@10.50	8.75@ 9.75	.....
LAMBS (WOOLED):					
Choice	11.75@12.25	.....	11.75@12.10	11.50@11.85	11.50@12.00
Good	10.40@11.75	.....	11.00@11.75	10.75@11.50	11.00@11.50
Medium	9.75@10.40	.....	10.25@11.00	9.75@10.75	10.25@11.00
Common (plain)	9.00@ 9.75	.....	9.50@10.25	8.75@ 9.75	9.00@10.25
LAMBS (SHORN):					
Choice	9.75@10.25	9.50@10.25	.....	9.00@ 9.35	9.75@10.25
Good	9.00@ 9.75	8.00@ 9.50	.....	8.50@ 9.00	9.25@ 9.75
Medium	8.25@ 9.00	8.00@ 9.00	.....	7.50@ 8.50	8.50@ 9.25
Common (plain)	7.75@ 8.25	7.25@ 8.00	.....	6.50@ 7.50	7.50@ 8.50
EWES (SHORN):					
Good-choice	4.00@ 5.25	4.00@ 5.00	3.75@ 4.85	4.25@ 5.00	4.00@ 5.00
Common (plain), medium..	2.25@ 4.00	2.00@ 4.00	2.00@ 3.75	4.00@ 4.25	2.00@ 4.00

Purchases of livestock by packers at principal centers for the week ending Saturday, May 1, 1937, as reported to The National Provisioner:

	Cattle.	Hogs.	Sheep.
Armour and Co.....	5,307	1,648	4,988
Swift & Co.....	3,534	2,963	3,495
Morris & Co.....	1,682	.....	3,047
Wilson & Co.....	4,609	3,062	4,501
Anglo-Amer. Prov. Co.....	601	.....	.....
G. H. Hammond Co.....	2,610	.....	.....
Shippers.....	10,506	9,769	13,324
Others.....	11,347	19,833	5,728

Brennan Packing Co., 2,270 hogs; Western Packing Co., Inc., 2,647 hogs; Agar Packing Co., 4,620 hogs.

Total: 40,196 cattle; 8,757 calves; 46,812 hogs; 35,080 sheep.

Not including 461 cattle, 623 calves, 22,824 hogs and 25,306 sheep bought direct.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.....	1,818	755	549	5,057
Cudahy Pkg. Co.....	1,949	1,111	570	7,045
Morris & Co.....	956	805	2,454
Swift & Co.....	1,963	744	1,070	4,310
Wilson & Co.....	1,661	1,248	634	6,864
Indep. Pkg. Co.....	139
Kornblum Pkg. Co.....	1,026
Others.....	4,912	338	1,804	13,958

Total	14,285	4,501	4,766	39,688
Not including 14,420 hogs bought direct.				

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.....	3,623	2,786	1,607
Cudahy Pkg. Co.....	4,703	2,107	4,134
Dold Pkg. Co.....	771	2,307
Morris & Co.....	1,114	29	683
Swift & Co.....	3,928	1,780	3,505
Others		5,985	

Eagle Pkg. Co., 29 cattle; Grt. Omaha Pkg. Co., 112 cattle; Geo. Hoffman Pkg. Co., 33 cattle; Lewis Pkg. Co., 379 cattle; Omaha Pkg. Co., 180 cattle; John Roth & Sons, 102 cattle; So. Omaha Pkg. Co., 156 cattle; Lincoln Pkg. Co., 366 cattle; Wilson & Co., 307 cattle.

Total: 15,803 cattle & calves; 14,974 hogs; 9,939 sheep.

Not including 465 cattle, 3,736 hogs and 10,144 sheep bought direct.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.....	1,407	2,118	2,870	8,605
Swift & Co.....	2,235	2,256	4,103	10,944
Wells & Co.....	895	701	533
Hunter Pkg. Co.....	1,512	1,046	1,438	113
Heil Pkg. Co.....	1,788
Krey Pkg. Co.....	4,687
Laclede Pkg. Co.....	1,688
Shippers.....	5,013	8,066	11,775	25,632
Others.....	2,460	274	13,281	550

Total	12,010	8,415	42,951	45,864
Not including 1,288 cattle, 5,840 calves, hogs and 845 sheep bought direct.				25,311

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.....	1,701	766	3,879	12,321
Armour and Co.....	1,800	850	3,194	5,603
Others	1,353	149	205	238
Total	4,854	1,765	7,278	18,162
Not including 1,194 hogs and 1,402 sheep bought direct.				

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.....	1,528	115	2,225	1,403
Armour and Co.....	1,187	124	2,107	1,188
Swift & Co.....	1,117	117	1,481	881
Others	199	24	112	4
Shippers	1,637	16	1,415	2
Total	5,666	396	7,340	3,478

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.....	1,999	1,048	2,084	1,343
Wilson & Co.....	2,216	1,336	2,064	1,541
Others	201	33	825	...
Total	4,416	2,417	4,973	2,884
Not including 39 cattle and 999 hogs bought direct.				

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,850	1,530	1,412	6,936
Dold Pkg. Co.	91	253	974	29
Wichita D. B. Co.	161
Dunn-Ostertag	119
Fred W. Dold	116	379
Sunflower Pkg. Co.	53	76
S. West Beef Co.	4
Pioneer Cattle Co.	92
Keefe Pkg. Co.	298
Total	3,506	1,783	2,841	6,967
Not including 1,676 hogs bought direct.				

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.....	2,483	4,124	6,792	772
Cudahy Pkg. Co.....	623	2,360
M. Rifkin & Son.....	253	27
Sift & Co.....	3,090	5,658	12,354	1,475
United Packing Co.....	1,852	259
J. T. McMillan Co.....	578
Others.....	336	37	4,843
Total.....	9,413	13,043	23,980	2,247

Not including 8 cattle, 165 calves, 1,097 hogs and 1,115 sheep bought direct.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.....	1,500	166	1,752	9,506
Swift & Co.....	1,137	155	1,697	8,339
Cudahy Pkg. Co.....	1,573	143	1,524	1,653
Others.....	2,122	221	1,144	11,001
Total.....	6,332	685	6,117	30,499

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.,	1,823	7,115	8,080	559
Omaha Pkg. Co., Chl.	882
Newton Pkg. Co.,	50
Armour & Co., Mil.	994	3,603
Armour & Co., Chl.	205
N. Y. B. & D. M. Co.	40
Pitt. Prod. Co.,	19
Shippers	219	18	50
Others	900	785	48	219
Total	5,192	11,521	8,178	788

	Cattle.	Calves.	Hogs.	Sheep.
Kingman & Co.	2,550	896	7,378	360
Kinross and Co.	1,245	294	2,238
Hilgemeier Bros.	1,094
Stumpf Bros.	132
Meyer Pkg. Co.	83	5	287
Ind. Prov. Co.	49	17	123
Maass Hartman Co.	45	18
Wabnitz and Deters.	96	94	160	39
Shippers	2,474	2,768	19,306	1,794
Others	795	98	201	160
Total	7,324	4,150	30,928	2,353

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son.....	47	189
E. Kahn's Sons.....	892	639	5,102	121
Lohrey Pkg. Co.	4	225
H. H. Meyer Pkg. Co.	18	3,136
J. Schlachter & Co.	100	236	23
W. F. Schroth P. Co.	14	3,043
J. F. Stegner & Co.	888	279
Shippers	435	435	4,198
Others	1,414	842	572	154
Total	2,886	1,476	16,246	487

Not including 750 cattle, 176 calves, 1,768 hogs and 985 sheep bought direct.

	Week ended May 1.	Prev. week.	Cor. week, 1936.
Chicago	40,196	40,439	41,807
Kansas City	14,285	14,713	12,811
Omaha	12,101	12,478	10,823
East St. Louis	12,010	12,682	12,203
St. Joseph	4,854	4,957	4,810
Sioux City	5,696	7,699	14,161
Oklahoma City	4,416	4,035	3,908
Wichita	3,506	3,941	2,912
Denver	6,332	6,755	4,726
St. Paul	9,143	13,502	16,936
Milwaukee	5,192	4,832	4,215
Indianapolis	6,739	6,739	6,739
Cincinnati	2,886	2,728	3,218
Ft. Worth	..	2,278	6,350

Chicago	46,812	44,548	53,807
Kansas City	4,766	6,407	11,987
Omaha	14,974	19,065	24,807
East St. Louis	42,951	45,459	43,516
St. Joseph	7,278	11,581	10,984
Sioux City	7,340	16,030	20,866
Oklaoma City	4,463	5,566	8,237
Wichita	2,841	3,355	4,842
Denver	6,117	6,954	6,252
St. Paul	23,989	26,432	25,773
Milwaukee	8,178	4,832	10,376
Indianapolis	30,928	36,820	24,334
Cincinnati	16,246	16,748	14,953
Ft. Worth			6,807
Total	217,393	243,808	205,454

Chicago	35,080	31,525	38,794
Kansas City	39,688	39,253	33,410
Omaha	9,989	17,958	22,750
East St. Louis	45,864	19,781	10,846
St. Joseph	18,162	24,596	32,346
Sioux City	3,478	6,678	9,172
Oklahoma City	2,884	2,298	2,680
Wichita	9,967	2,412	6,087
Denver	30,499	2,292	45,467
St. Paul	2,247	3,080	3,104
Milwaukee	788	1,194	1,896

Indianapolis	2,353	3,075	6,631
Cincinnati	2,478	252	500
Ft. Worth .....	...	...	27,276
Total	200,417	180,894	238,680

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

	Cattle.	Calves.	Hogs.	Sheep.
Mon., April 26.....	16,280	1,572	10,796	15,144
Tues., April 27.....	7,451	875	14,656	5,649
Wed., April 28.....	9,986		15,771	4,941
Thurs., April 29.....	5,864	1,567	8,800	13,884
Fri., April 30.....	1,376	587	8,800	10,694
Sat., May 1.....	200	100	3,357	5,560
Total this week.....	41,143	9,743	67,357	57,905
Previous week.....	41,599	8,631	78,630	48,206
Year ago.....	44,075	8,404	71,699	39,988
Two yrs. ago.....	27,855	8,812	69,341	65,870

	Cattle.	Calves.	Hogs.	Sheep.
Mon., April 26.....	3,063	78	1,824	4,748
Tues., April 27.....	2,909	19	2,584	2,192
Wed., April 28.....	2,523	8	732	1,234
Thurs., April 29.....	1,892	147	906	2,027
Fri., April 30.....	633	29	1,870	1,968
Sat., May 1.....	100	200	500
Total this week.....	10,520	301	8,176	12,045
Previous week.....	10,255	423	7,874	13,493
Year ago.....	9,904	536	6,990	7,271
Two years ago.....	8,145	404	6,674	13,809

Estimated receipts for week ended May 8, 1937, with corresponding weeks in three previous years:				
	*1937.	1936.	1935.	1934.
Cattle	40,000	38,470	34,365	40,441
Hogs	65,000	67,921	65,878	116,387
Sheep	53,000	35,291	72,548	44,945
*Monday, May 3, and week ending May 8, 1937, estimated.				

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended May 1 . . .	\$10.85	\$10.05	\$ 5.75	\$12.40
Previous week . . .	10.90	10.05	5.75	12.90
1936	8.25	10.25	5.85	11.25
1935	11.18	11.00	6.00	7.75
1934	3.00	3.70	4.70	9.85
1933	5.25	3.90	2.35	5.85
1932	6.20	3.55	1.50	6.25
Ave. 1932-1936 . . .	\$ 7.65	\$ 6.05	\$ 3.70	\$ 8.20

	Cattle.	Hogs.	Sheep.
Week ended May 1.....	30,623	58,181	45,167
Previous week	31,361	71,474	34,815
1936	34,077	64,534	30,331
1935	19,040	63,776	42,385
1934	31,600	110,600	46,100
1933	29,691	130,683	50,665

	No. Rec'd.	Arg. Wt.	Prices— Top.	Av.
*Week ended May 1	67,400	238	\$10.40	\$10.40
Previous week	78,630	287	10.50	10.05
1935	114,490	284	10.50	10.25
1935	69,385	244	9.25	8.95
1934	114,537	238	3.95	3.70
1933	136,791	252	4.10	3.90
1932	116,467	239	3.90	3.55
Av. 1932-1936	101,800	243	\$ 6.40	\$ 6.06

*Receipts and average weights estimated.

Hogs slaughtered at Chicago under federal inspection for week ending Friday, April 30, 1937:	
Week ended April 30, 1937.....	72,375
Previous week	82,710
Year ago	70,600
1935	68,427

Supplies of hogs purchased by Chicago packers and shippers week ended Thursday, May 6, 1937:		
	Week ended May 6.	Prev. week.
Packers' purchases	36,785	36,356
Direct to packers.....	24,444	25,618
Shippers' purchases.....	9,361	8,837
Total	70,570	73,811

Watch the Classified Advertisements
page for bargains in equipment.

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended.

CATTLE.

	Week ended May 1, 1937.	Prev. week, 1936.	Cor.
Chicago	30,151	30,660	33,305
Kansas City	18,786	18,733	15,875
Omaha	15,060	17,895	16,636
East St. Louis	15,004	14,837	14,140
St. Joseph	5,617	5,843	5,223
Sioux City	4,496	6,320	10,518
Wichita	5,289	4,635	2,903
Fort Worth	2,173	2,289	6,350
Philadelphia	2,621	1,932	1,936
Indianapolis	9,818	9,604	9,676
New York & Jersey City	6,872	6,284	5,937
Oklahoma City	3,439	3,732	3,839
Cincinnati	4,447	4,892	3,593
Denver	9,077	11,565	...
St. Paul	3,647	3,737	3,752
Milwaukee	...	...	...
Total	137,388	142,958	137,815

*Cattle and calves.

HOGS.

Chicago	72,375	92,710	70,600
Kansas City	18,371	22,848	28,605
Omaha	16,108	22,299	21,941
East St. Louis	50,119	51,790	43,789
St. Joseph	9,619	10,127	9,483
Sioux City	8,323	12,133	19,423
Wichita	4,517	6,117	6,282
Fort Worth	...	...	6,807
Philadelphia	16,925	17,141	14,428
Indianapolis	7,945	11,264	7,704
New York & Jersey City	44,446	45,052	39,482
Oklahoma City	5,972	6,297	8,237
Cincinnati	12,556	14,731	11,879
Denver	6,964	4,709	...
St. Paul	25,384	31,387	38,916
Milwaukee	8,183	8,542	10,366
Total	307,091	359,422	342,592

SHEEP.

Chicago	47,062	40,212	37,781
Kansas City	39,888	39,253	33,410
Omaha	20,707	24,232	25,636
East St. Louis	20,232	14,550	8,489
St. Joseph	19,416	21,279	24,285
Sioux City	3,746	6,933	7,757
Wichita	6,967	2,412	4,087
Fort Worth	...	...	27,276
Philadelphia	3,532	3,887	4,748
Indianapolis	981	911	4,441
New York & Jersey City	47,879	56,234	60,306
Oklahoma City	2,884	2,288	2,820
Cincinnati	1,379	638	1,470
Denver	7,530	5,981	6,970
St. Paul	2,247	3,080	...
Milwaukee	778	1,193	1,895
Total	225,034	223,178	251,371

1936 FARM LIVESTOCK INCOME

Hogs, veal calves, sheep, lambs, wool, butter, butter fat and other livestock products brought farmers higher prices in 1936 than in 1935, and the average of all livestock and livestock products combined was up about 3 per cent during this period, according to estimates by the U. S. Bureau of Agricultural Economics. Farm income for January,

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.

	NEW YORK.	PHILA.	BOSTON.
STEERS, carcass			
Week ending May 1, 1937	9,371	2,958	2,500
Week previous	7,749½	2,648	2,329
Same week year ago	9,392½	2,726	3,037
COWS, carcass			
Week ending May 1, 1937	1,491	1,332	2,276
Week previous	1,891	1,262	2,876
Same week year ago	1,275	806	1,521
BULLS, carcass			
Week ending May 1, 1937	324	469	35
Week previous	241	607	79
Same week year ago	218	459	30
VEAL, carcass			
Week ending May 1, 1937	13,128	2,436	1,107
Week previous	15,591	2,584	1,099
Same week year ago	21,634	1,750	728
LAMB, carcass			
Week ending May 1, 1937	43,742	10,976	15,493
Week previous	37,189	15,900	15,036
Same week year ago	21,352	8,464	13,981
MUTTON, carcass			
Week ending May 1, 1937	3,323	483	828
Week previous	2,262	477	734
Same week year ago	1,750	525	905
PORK CUTS, lbs.			
Week ending May 1, 1937	1,618,022	368,353	294,377
Week previous	1,791,399	341,944	255,984
Same week year ago	1,280,468	331,101	263,241
BEEF CUTS, lbs.			
Week ending May 1, 1937	494,841	...	...
Week previous	302,642	...	...
Same week year ago	451,597	...	...

LOCAL SLAUGHTERS.

CATTLE, head	Week ending May 1, 1937	9,818	2,173	...
	Week previous	9,604	2,280	...
	Same week year ago	9,676	2,132	...
CALVES, head	Week ending May 1, 1937	15,902	3,724	...
	Week previous	16,048	3,743	...
	Same week year ago	17,084	2,793	...
HOGS, head	Week ending May 1, 1937	43,663	10,925	...
	Week previous	43,861	17,161	...
	Same week year ago	39,432	14,428	...
SHEEP, head	Week ending May 1, 1937	47,879	3,532	...
	Week previous	56,234	3,987	...
	Same week year ago	60,306	4,748	...

1937, was reported by the bureau as totaling \$626,000,000, as compared with \$550,000,000 in the like month last year.

The report cites average prices by states for livestock. New Jersey farmers received higher average prices for hogs in 1936 than farmers in any other state; Illinois topped other states on average prices for beef cattle; New Jersey was highest on veal calves; Texas highest on sheep, and Massachusetts and New Jersey highest on lambs.

Increased consumer buying power was largely responsible for the increase in hog prices, as an average for the country, despite increased slaughter of

hogs. Price-depressing factors on beef cattle were said to be increased slaughter and inferior quality of the animals going to market. Average of prices for all livestock and livestock products was 46 per cent higher in 1936 than in 1934, and 69 per cent higher than in 1933.

CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 24,369 cattle, 7,214 calves, 31,121 hogs and 13,912 sheep.

Order Buyer of Live Stock

L. H. McMURRAY

Indianapolis, Indiana

Do you buy your Livestock through Recognized Purchasing Agents?



A BULL'S EYE
IN ALL LIVESTOCK
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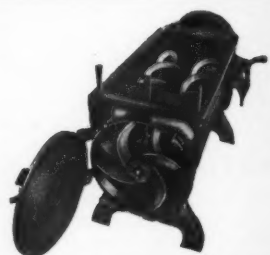
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● HIGH TEST

. . . Because of this high jelly strength, it is economical to use.

● TASTELESS

So that the true meat flavor is not obscured.

● TRANSPARENT

so the meats can look their very best.

SWIFT & COMPANY General Offices: CHICAGO

Up and Down the

★ MEAT TRAIL

Meat Packing 40 Years Ago

(From The National Provisioner, May 8, 1897.)

U. S. Department of Agriculture extended the meat inspection system in vogue in Kansas City packinghouses to cover Jacob Doid & Sons at Wichita. Dr. C. W. Barth became chief inspector of the newly created branch.

Miller & Lux, largest firm of butchers on the Pacific coast, was incorporated, the incorporation to last 50 years, with capitalization of \$12,000,000. Henry Miller was president.

William Harris started a dressed meat business in Toronto, Canada, and planned to develop this into an export business.

Stockholders of Libby, McNeill & Libby voted to increase the capital stock from \$600,000 to \$1,000,000, extra capital for working purposes. The board was increased from seven to nine members, consisting of G. F. Swift, L. F. Swift, E. F. Swift, L. A. Carton, W. F. Burrows, A. H. Veeder, W. C. D. Gran- nis, F. R. Kaufman and Edward Tilden.

T. A. Adams, for many years superintendent for Swift & Co. in the Eastern district and financial manager for G. F. and E. C. Swift in New York and vicinity, entertained his staff at a farewell dinner and introduced his successor, R. A. Parker.

Armour and Company purchased land at Lynn, Mass., for the erection of a branch house.

Cudahy Packing Co. opened a branch at Ft. Smith, Ark.

Meat Packing 25 Years Ago

(From The National Provisioner, May 11, 1912.)

Stocks of lard on hand on May 1, 1912, in Europe, afloat and at principal points in the United States totaled 322,477 tierces. This compared with 192,236 tierces at the like period of 1911, and was the heaviest for the period in five years.

Lack of foundation of charges made in a resolution in Congress asking for investigation of alleged collusion between the federal meat inspection service and inspected packers was brought out in congressional hearings and in statements of the U. S. Department of Agriculture.

Profits of La Plata Cold Storage Co., one of the larger meat packing companies in the Argentine, were reported as \$636,687 for 1911.

Birmingham Packing Co., Birmingham, Ala., made additions and improvements to its plant costing \$30,000.

Street & Corkran, Baltimore, Md., leased a property to be remodeled into a pork packing plant.

Swift & Company opened a new branch house in Baltimore, Md., with C. S. Hopkins as manager.

Bids were asked for a \$40,000 branch house at El Paso, Tex., for Sulzberger & Sons Co.

Western Beef & Provision Co. was formed at Indianapolis, Ind. Capital stock \$10,000. Incorporators, G. M. Walker, C. R. Bange and P. Liehr, jr.

Chicago News of Today

President John W. Rath, Rath Packing Co., Waterloo, Ia., was a visitor in Chicago during the week.

Frank J. Sullivan, former president Sullivan Packing Co., Detroit, Mich., now retired, was visiting old packing-house friends in Chicago this week.

Chas. J. Barbosky, sales manager, Major Bros. Packing Co., Mishawaka, Ind., was in Chicago this week.

Many Chicago general office employees of Swift & Company will have a full Saturday off each week during the summer, according to a plan announced recently. Daily working hours have been arranged so that the number of hours worked weekly will be the same. Employees who are needed at the general office on Saturdays will be allowed equivalent time off during the week.

Mrs. Edward A. Cudahy, sr., died at her home, 22 Banks st., Chicago, on May 3. She had been in frail health for more than a year. Born Elizabeth Murphy, in Milwaukee, Wis., on April 22, 1859, she was married in 1884 in that city to Mr. Cudahy. In 1887 the Cudahys took up their residence in Omaha, where headquarters of the Cudahy Packing Co. were established. They resided in that city until 1911, when they moved to Chicago. In her younger days Mrs. Cudahy was noted in musical circles as a vocalist of rare talent. She devoted much of her time to philanthropic work, and a long list of charities bear witness to her interest. The Elizabeth M. Cudahy Memorial Library was erected and presented to Loyola University, Chicago, as a tribute to Mrs. Cudahy.

PRIZE HAM COOK

Mrs. Percy Fink, Virginia's No. 1 cook, arrives in New York to enter her peanut-fed hams in the national cooking contest. News photographers thought she was a Hollywood movie queen trying to sneak in on them. She looks the part.

by her husband in 1930. Mrs. Cudahy is survived by her husband, Edward A. Cudahy, chairman of the Cudahy Packing Co., E. A. Cudahy, jr., president, four daughters: Jean (Mrs. F. E. Wilhelm); Helen (Mrs. A. H. Niblack); Florence (Mrs. Vaughn C. Spalding), all of Chicago, and Alice (Mrs. J. N. Stearns, jr. of New York), 11 grandchildren and one great-grandchild.

Arne Houlberg, director of S. Houlberg, Ltd., meat packers of Copenhagen, Denmark, who has been spending some time in this country studying American packing methods, left Chicago this week for a motor trip to the Pacific Coast, visiting packing houses en route. He will sail from San Francisco for Japan on a round-the-world trip, returning to Copenhagen in October. Mr. Houlberg is a son of August Houlberg, president of S. Houlberg, Ltd., and a grandson of the founder of the company, now retired. The Houlberg company specializes in provisions, sausages and canned goods. Located in the heart of Copenhagen, the company does no slaughtering, this operation being taken care of at a central point for all city plants. Handling of fresh meats, curing operations, sausage manufacture and meat canning are carried on in the Houlberg plant, which has an extensive export business to various Continental coun-



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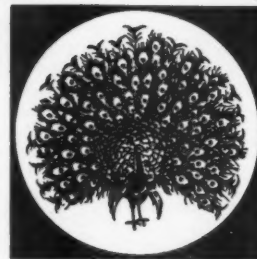
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Dry Essence of Natural
Spices—Individual
or blended

Peacock Brand Certi-
fied Casing Colors

Premier Curing Salt
Baystean
Sani Close

Meat Branding Inks—
Violet and Brown

WM. J. STANGE COMPANY

2536-40 W. Monroe St., Chicago

Western Branches: 923 E. 3rd St., Los Angeles; 1260 Sansome St., San Francisco
In Canada: J. H. Stafford Co., Ltd., 21 Hayer St., Toronto, Ont.

tries, particularly Germany. The latter country furnishes the company's principal outlet for lard, as well as many other products.

Felix Damoy, Pierre Damoy, Jean Brifert, Andre Beloeil and Andre Faure, members of the French provision and meat and food processing firm of Damoy & Cie., Paris, visited the Visking Corp. plant this week. They are making a tour of the United States to study American methods of production.

H. R. Park, traffic manager, Chicago Livestock Exchange, and C. B. Heine-mann, of the Chicago Union Stock Yards Co., talked on livestock market-ing problems to University of Illinois students visiting the yards this week.

Richard and Robert Loewenstein, twin sons of president Ira Loewenstein, Superior Packing Co., reach their 21st birthday on May 12 and the occasion will be properly celebrated. "Dick" and "Bob" have been brought up in the busi-ness to succeed their famous father, and

long been manager of Swift's Chicago city market.

E. J. Davidson, branch house depart-ment, and Leo Bartenstein, engineering department, Wilson & Co., Chicago, were visitors to New York last week.

The firm of Earley & Cronkrite, pack-inghouse brokers, will be dissolved as of May 15, when all accounts and activities will be taken over by Robert W. Earley, who will operate individ-ually under his own name and continue his headquarters at 259 West 14th St., New York.

Countrywide News Notes

Jay C. Hormel, president, Geo. A. Hormel & Co., Austin, Minn., has been making a trip to the Pacific Coast, in the course of which he visited his father, Geo. A. Hormel, at the latter's home in Beverley Hills, Calif.

Gilbert Krause, of Cudahy Bros. Co., Cudahy, Wis., was the first winner of a \$10 cash prize offered by S. Oppenheimer & Co. for sausage sayings to appear in their "Susie Sausage" series which is featured weekly in THE NATIONAL PROVISIONER. Other prize win-ners will be announced from time to time and prize-winning sayings will appear as the awards are made.

J. H. Mercer, secretary-treasurer of the Kansas Livestock Association, died on May 5 at his home in Topeka at the age of 72 years, after a month's illness. He was a leader in livestock circles, and was state livestock sanitary commis-sioner for Kansas and a director of the National Livestock and Meat Board. He was a national figure in all matters connected with forming agricultural and livestock policies, and his advice and counsel was valued by all interests connected with the livestock and meat industries. He was born in Ohio and went to Kansas in 1887, soon engaging in the livestock business, in which he continued all his life. He is survived by a widow and three daughters.

South San Francisco Packing & Pro-vision Co. recently opened a new 2-story and basement concrete plant at San Francisco, Calif. The most-up-to-date killing and processing equipment is in use in the new unit. With the opening of its new plant Dewey Anderson was named assistant vice president and su-perintendent; Edwin Heinsohn, assist-ant secretary and office manager, and Joe Morris, sales manager.

No interruption in trading has re-sulted from destruction of the sheep di-vision of the St. Paul Union Stockyards by fire on the night of April 29. The damage was estimated at \$268,000, al-most all in pens and buildings, only one animal being lost in the blaze. The entire roofed-over sheep section was destroyed and six scale houses burned. A high brick fire wall prevented spread of flames to the hog section. The ground will be cleared and rebuilding completed by fall.

Swift & Company has occupied its new branch house building at Jackson, Mich. The brick and concrete structure contains 1,440 cu. ft. of cooler space and 1,300 cu. ft. of dry storage space with office, storerooms and refrigerator plant. The meat storage section is cooled by unit cooler set in a wall alcove.

Associated Meat Producers, Inc., has been organized at Twin Falls, Ida., and will erect a meat packing plant there to handle livestock from the surrounding country. Product will be marketed in California, according to Charles F. Kamrath, packinghouse engineer and architect, who has assisted in formation of the project.

Chas. H. Welling & Co., who repre-sent the Z Pack Corporation, controlling the patents for the "Z" process of quick freezing, have removed their headquar-ters in New York City to the Graybar bldg., 420 Lexington ave., New York City. Use of the "Z" process for quick-freezing poultry is rapidly expanding in the poultry industry, and is being ex-tended to meats and other food products.

E. G. Rutherford, old-time manager of Anglo American Provision Co., Chi-cago, who now lives in Beverley Hills, Calif., is frequently seen polishing up his golf game on the Hollywood courses in company with Geo. A. Hormel, who is some golfer himself.

INDUSTRY LEADER PASSES

Wm. E. Felin, president, John J. Felin & Co., Inc., Philadelphia, passed away at the Germantown hospital, Philadel-phia, on May 5,



WM. E. FELIN

after an illness of three weeks. Death was due to pneu-monia. At the age of 40 he was the head of one of the important units of the meat packing industry. Like his father before him, he was looked to for constructive leadership and sound advice in in-dustry activities, and his counsel will be missed both in local and national packing circles. He was a director of both the Institute of American Meat Packers and the Eastern Meat Packers' Association. Graduated from the Germantown Academy and the University of Pennsylvania, he suc-ceeded his father, John J. Felin, as head of the company upon the death of the latter in 1929, and the company has con-tinued its sound growth under his direc-tion. In the world war he served with the U. S. Marine Corps and was a mem-ber of many civic and social organiza-tions in his city. He is survived by his wife, Mae Farley Felin; a son, Wm. E. Felin, jr.; a daughter, Dolores; his mother, Mrs. Elizabeth E. Felin; two sisters and a brother, John J. Felin, jr.



PACKINGHOUSE TWINS

Richard and Robert S. Loewenstein, twin sons of president Ira Loewenstein, Superior Packing Co., Chicago and St. Paul, Minn. "Dick" and "Bob" celebrate their 21st birthday on May 12.

now that they have arrived at their majority they are duly qualified to step into Dad's shoes—whenever Dad gets ready to retire in their favor! That may not be very soon, judging by the pace Dad is now setting in developing this rapidly growing business. The plant at St. Paul is growing by leaps and bounds, and the time is not far distant when the famous twins may be sent to St. Paul to take charge of it. The boys give every indication of justifying their classification as "future packer leaders."

New York News Notes

P. J. Thogerson, sales manager, Jacob E. Decker & Sons Co., Mason City, Ia., spent several days in the East last week and visited at the company's New York office.

L. J. Fluckiger, for several years manager of Swift & Company's West Harlem branch, has been transferred to Plainfield, N. J., to assume similar duties there. Succeeding him at his former post is L. A. Dwyer, who had

PRODUCE MARKETS

BUTTER.			
	Chicago.	New York.	
Creamery (92 score).....	@30 1/2	32 1/4 @32 1/2	
Creamery (90-91 score)....	@29	31 1/2 @32	
Creamery flats (88-89 score)	28 1/2 @29	30 1/4 @31 1/4	

EGGS.			
Extra firsts	20 1/2 @21		
Firsts, fresh	19 1/2 @20 1/2	20 @20 1/2	
Standards	22 1/2 @23	22 1/2 @23	

LIVE POULTRY.			
Fowls	10 @18 1/2	10 @22	
Broilers	20 @24	14 @26	
Fryers	23 @25		
Turkeys	14 @16	12 @20	
Ducks	12 @16	10 @13	
Geese	9 @11	7 @9	

DRESSED POULTRY.			
Chickens, 31-42, frozen.....	22 @23	23 @24 1/2	
Chickens, 43-54, frozen.....	24 @25 1/2	25 1/2 @26 1/2	
Chickens, 55 & up, frozen.....	26 @27 1/2	27 @27 1/2	
Fowls, 31-47, fresh.....	17 @20 1/2	18 1/2 @21	
48-59, fresh	22 1/2 @23 1/2	23 @23 1/2	
60 and up, fresh	22 1/2 @23 1/2	22 1/2 @24	
Turkeys, frozen.....	20 @24 1/2	21 1/2 @25	
Ducks, frozen	@18	@17	

BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended April 29, 1937:

	Apr. 23	24	26	27	28	29
Chicago	30 1/2	30 1/2	30 1/2	31-	31 1/2	31
N. Y.	32 1/2	32 1/2	32 1/2	33	34	34
Boston	33	33 1/2	33 1/2	34	34-	34 1/2
Phila.	33 1/2	33 1/2	33 1/2	34	35	35
San. Fran.	33	33	33	33	33	33

Wholesale prices carlots—fresh & centralized—90 score at Chicago:

	30 1/2	30 1/2	30 1/2	31-	31 1/2	30 1/2
Receipts of butter by cities (tubs):						
This week.	Last week.	Last year.	1937.	1936.		
Chicago. 39,461	41,269	45,705	806,025	927,416		
N. Y. 42,841	43,422	49,405	933,910	1,055,442		
Boston .. 15,182	14,432	16,061	349,214	364,801		
Phila. ... 19,506	18,272	21,860	332,999	358,331		

Total 110,990 117,986 133,031 2,422,148 2,705,990

Cold storage movement (lbs.):

	In April 29.	Out April 29.	On hand April 30.	Same week day last year.
Chicago ...	57,364	5,694	442,995	224,240
New York ..	1,240	109,606	1,257,051	1,942,118
Boston	40	1,360	27,754	180,732
Phila.	51,725	2,905	516,602	428,990

Total ...110,369 119,505 2,244,402 2,775,990

AMONG NEW YORK RETAILERS

The annual ladies' night of the Eastern District Branch was held at Schwaben Hall. Novelty dances were under the guidance of Ed Rath. A buffet supper was served and each lady was presented with a suitable gift. Secretary Fred Riester presented retiring president Joseph Wagner with a wrist watch. Secretary Riester was presented with a travel tour as a gift of the branch.

Installation of officers was the principal order of business at the recent meeting of the Ladies' Auxiliary. Mrs. Charles Schuck was the installing officer and inducted the following: President Mrs. William Kramer; first vice president, Mrs. Oscar Schaefer; second vice president, Mrs. William Wolf; recording secretary, Mrs. Gus Hernquist; corresponding secretary, Mrs. Chas. Hembdt; financial secretary, Mrs. Chris Fischer; treasurer, Miss M. B. Phillips; warden, Mrs. B. Werner.

The 30th anniversary dinner dance of South Brooklyn Branch was held at the

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on May 6, 1937:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS, 300-500 lbs.:				
Choice	\$17.00@18.00			
Good	15.00@17.00		15.50@17.50	
Medium	14.00@15.00		14.50@15.50	
Common (plain)	13.00@14.00		13.50@14.50	
STEERS, 500-600 lbs.:				
Prime	18.50@19.50			
Choice	17.50@18.50		17.50@19.50	
Good	15.50@17.50		16.00@18.00	
Medium	14.00@15.50		14.50@16.00	
Common (plain)	13.00@14.00		13.50@14.50	
STEERS, 600-700 lbs.:				
Prime	18.00@19.00	19.00@20.00		19.00@20.00
Choice	17.00@18.00	18.00@19.00	17.50@19.50	17.50@19.00
Good	15.50@18.00	16.00@18.00	16.00@17.50	16.00@17.50
Medium	14.00@15.50	14.00@16.00	14.50@16.00	14.50@16.00
STEERS, 700 lbs. up:				
Prime	19.50@20.50	19.50@20.50		19.00@20.00
Choice	18.50@19.50	18.00@19.50	18.00@19.50	17.50@19.00
Good	16.00@18.50	16.50@18.00	16.50@18.00	16.00@17.50
COWS:				
Choice				
Good	13.00@14.00	14.00@15.00	14.00@15.00	13.50@14.50
Medium	12.00@13.00	13.00@14.00	13.00@14.00	12.50@13.50
Common (plain)	11.00@12.00	12.00@13.00	12.00@13.00	11.50@12.50
Fresh Veal:				
VEAL:				
Choice	15.00@16.00	15.50@16.50	15.50@17.00	15.00@16.00
Good	14.00@15.00	14.00@15.50	14.00@15.50	14.00@15.00
Medium	12.50@14.00	12.00@14.00	12.00@14.00	12.50@13.50
Common (plain)	11.00@12.50	10.00@12.00	11.00@12.00	11.00@13.00
Fresh Lamb and Mutton:				
SPRING LAMB:				
Choice		18.50@19.50	19.00@21.00	
Good		17.50@18.50	18.00@20.00	
Medium		16.50@17.50	17.00@19.00	
Common (plain)		15.50@16.50	16.00@18.00	
LAMBS, 38 lbs. down:				
Choice	18.00@19.00	18.00@19.00	18.00@19.00	19.00@20.00
Good	17.00@18.00	17.00@18.00	17.00@18.00	18.00@19.00
Medium	16.00@17.00	16.00@17.00	16.00@17.00	17.00@18.00
Common (plain)	15.00@16.00		15.00@16.00	16.00@17.00
LAMBS, 39-45 lbs.:				
Choice	17.50@18.50	17.50@18.50	17.50@18.50	19.00@20.00
Good	16.50@17.50	16.50@17.50	16.50@17.50	18.00@19.00
Medium	15.50@16.50		15.50@16.50	17.00@18.00
Common (plain)				16.00@17.00
LAMBS, 46-55 lbs.:				
Choice	17.00@18.00		17.00@18.00	18.00@19.00
Good	16.00@17.00		16.00@17.00	17.00@18.00
MUTTON, Ewe, 70 lbs. down:				
Good	9.50@10.50	11.00@12.00	10.00@11.50	
Medium	9.00@9.50	9.00@11.00	8.00@10.00	
Common (plain)	8.00@9.00	8.00@9.00	7.00@8.00	
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	23.00@24.00	21.50@22.50	21.00@22.50	22.00@23.50
10-12 lbs. av.	22.00@23.50	21.50@22.00	20.50@22.00	21.50@23.00
12-15 lbs. av.	20.50@22.00	20.00@21.50	19.50@21.00	20.50@22.00
16-22 lbs. av.	18.50@19.50	18.50@20.00		
SHOULDERS, N. Y. Style, Skinned:				
8-12 lb. av.	15.00@16.50		15.50@16.50	16.00@17.00
PICNICS:				
6-8 lb. av.		15.00@16.00		
BUTTS, Boston Style:				
4-8 lb. av.	18.00@19.50		18.50@19.50	18.00@19.50
SPARE RIBS:				
Half Sheets	13.00@14.00			
TRIMMINGS:				
Regular	12.00@12.50			

*Includes heifers, 450 lbs. down, at Chicago.

*Includes "skin on" at New York and Chicago.

St. George Hotel Wednesday evening of last week. Peter Willenbacher was chairman and introduced the toast-master, Joseph Rossman, an active member and a past president. Speakers included Henry Slossman, David van Gelder, Harry Kamps, M. Smith, Jack Hanna, D. Selke, D. Deerson, Max Haas, Leo Fleischman, Anton Hehn, A. Seidl, President Theo. Meyer of the New York

Butchers' Calfskin Association, President George Kramer and Treasurer Charles Schuck of the Butchers' Mutual Casualty Co., C. Hausserman, President Louis Wagner, sr., of the state association, Mrs. William Kramer, president Ladies' Auxiliary and Business Manager John Harrison of the branch, who was celebrating his 58th birthday.

EDUCATING MEAT DEALERS

Opportunity to talk shop, exchange ideas, witness demonstrations and listen to talks by authorities in the field of meat merchandising was afforded men of the meat trade in Oklahoma and Kansas with the announcement of short courses for retail meat dealers at the Oklahoma A. and M. College and Kansas State College. The Oklahoma short course was conducted on April 19 and 20 and the Kansas short course, April 22 and 23. Cooperating were faculty members of both these institutions, the National Live Stock and Meat Board and state retailer associations.

Lectures and demonstrations included such subjects as, "Pricing Meat Cuts for Profit", "Relation of Fat to Palatability of Beef", "Selling Slow Moving Meat Cuts", "Getting New Customers Through Knowledge of Meat Cookery", "Unusual Meat Cuts", "Cashing-In on Slow-Moving Cuts", etc.

At both short courses home economists discussed various food values of meat. Talks also were given on refrigeration and sanitation and on the retail market from the standpoint of the housewife. At each short course a feature of the program was a meat judging contest for all present. Those attending received meat literature furnished by the National Live Stock and Meat Board, including the book, "Pricing Retail Meat Cuts", and merchandising manuals on beef, pork and lamb.

GEORGIA TAXES CHAINS

Georgia now has a graduated tax on chain stores under a law recently passed by the legislature. Under the law an annual levy of \$2 is assessed against the first store, \$10 against the second, and the tax is increased \$5 per store thereafter up to \$200 a store for the fortieth unit. Each store over the fortieth will be assessed \$200. In addition to taxing chain stores, the law applies special taxes to mail order houses which begin at \$2,000 a store.

CHAIN FOOD SALES GAIN

Daily average dollar sales of chain food stores were about 8 per cent greater in March than in the same month last year, according to the U. S. Department of Commerce. March sales also showed a 2.6 per cent increase over February, a reversal of the usual decline or slight increase for this period. Sales in March, 1937, were still 18.5 per cent below 1929 volume for the same group of reporting stores. The estimates are based on records of eight large food chains and represent stores continuously in operation since 1929.

Watch Classified page for good men.

NEWS OF THE RETAILERS

Community Meat Market has been opened in Reed City, Mich., by Fred E. Lewis.

Mead & Dunn have engaged in meat business in Coeur d'Alene, Ida.

C. F. Bishop, jr., has sold meat business in Seattle, Wash., at 5412 32nd Ave., N. W., to W. S. Harrah.

A. E. Thornberg has purchased meat business of R. J. Schroeder, Burns, Ore.

Hoyt Wildman opened a meat market in Lynnville, Ia.

Bernard A. Klimowski opened meat market at 750 East Franklin St., Minneapolis, Minn.

J. C. Knoll has taken over meat department of Morck Grocery, Mandan, N. D.

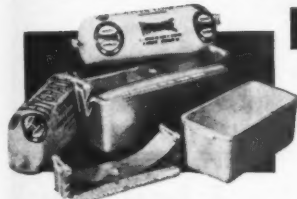
Peter Simcoe will open meat business at 1010 So. 2nd St., Milwaukee, Wis.

Herm. Druschke will open meat market at 2700 W. Wright St., Milwaukee, Wis.

M. G. Hallada, Seymour, Wis., meats, was incorporated with capital of \$75,000. Incorporators are Clarence Hallada, Raymond Hallada, Matthias Hallada.

Red Front Meat Market recently opened on East Wisconsin ave., Oconomowoc, Wis. While located in the A. & P. store it is entirely separate and privately owned.

PERFECTION HAM & MEAT LOAF MOLDS



Sturdy and simple construction. Most practical shapes and sizes for the trade. Who buys them once, always repeats orders.

Many satisfied customers

Buy direct from manufacturer and save money. Write for details.

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Made of a special patented aluminum alloy which is tough. Our molds give service when others are gone and forgotten.

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HAMS AND BACON**

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BLACK HAWK HAMS AND BACON

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Straight and Mixed Cars of Packing House Products

THE RATH PACKING CO.

WATERLOO, IOWA

Superior Packing Co.

Price

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Service

Chicago



St. Paul

**DRESSED BEEF
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Carlots

Barrel Lots

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NIAGARA BRAND

HAMS & BACON

SHIPPERS OF STRAIGHT AND MIXED CARS OF

BEEF-PORK-SAUSAGE-PROVISIONS

BUFFALO-OMAHA-WICHITA

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef		Week ended May 5, 1937.	Cor. week, 1936.
Prime native steers—			
400-600	22	@ 22 1/4	16 1/4 @ 17 1/4
600-800	22	@ 22 1/2	16 @ 16 1/2
800-1000	22	@ 22 3/4	16 @ 16 3/4
Good native steers—			
400-600	19 1/2	@ 20 1/4	14 @ 14 1/2
600-800	19 1/2	@ 20 1/4	13 1/2 @ 14
800-1000	19 1/2	@ 20 1/4	14 @ 14 1/2
Medium steers—			
400-600	16	@ 17	12 @ 12 1/2
600-800	16 1/2	@ 17	12 @ 13
800-1000	17 1/2	@ 18	13 @ 13 1/2
Heifers, good, 400-600	17 1/2	@ 18	13 @ 13 1/2
Cows, 400-600	11 1/2	@ 13	9 1/2 @ 12
Hind quarters, choice		@ 23 1/2	@ 12
Fore quarters, choice		@ 16 1/2	

Beef Cuts

Steer loins, prime	@ 45	unquoted
Steer loins, No. 1	@ 42	@ 32
Steer short loins, prime	@ 36	@ 26
Steer short loins, No. 1	@ 36	unquoted
Steer short loins, No. 2	@ 36	@ 26
Steer loin ends, No. 1	@ 25	@ 19
Steer loin ends, No. 2	@ 25	@ 19
Cow loins	@ 22	@ 19
Cow short loins	@ 22	@ 19
Cow loin ends (hips)	@ 18	@ 16
Steer ribs, prime	@ 28	unquoted
Steer ribs, No. 1	@ 26	@ 21
Steer ribs, No. 2	@ 26	@ 21
Cow ribs, No. 1	@ 16	@ 14
Cow ribs, No. 2	@ 15	@ 12
Steer rounds, prime	@ 18 1/2	unquoted
Steer rounds, No. 1	@ 18	@ 14 1/2
Steer rounds, No. 2	@ 18	@ 14 1/2
Steer chucks, prime	@ 15 1/4	unquoted
Steer chucks, No. 1	@ 14	@ 11 1/2
Steer chucks, No. 2	@ 13 1/2	@ 11
Cow rounds	@ 12	@ 11
Cow chucks	@ 12	@ 9
Steer plates	@ 11	@ 9
Medium plates	@ 11	@ 9
Briskets, No. 1	@ 16	@ 12
Steer navel ends	@ 9	@ 7 1/2
Cow navel ends	@ 8	@ 7
Fore shanks	@ 9	@ 8
Hind shanks	@ 6	@ 4
Strip loins, No. 1, bbls.	@ 68	@ 45
Strip loins, No. 2	@ 53	@ 37
Striplin butts, No. 1	@ 34	@ 24
Striplin butts, No. 2	@ 24	@ 20
Beef tenderloins, No. 1	@ 80	@ 65
Beef tenderloins, No. 2	@ 65	@ 50
Rump butts	@ 14	@ 13 1/2
Flank steaks	@ 14	@ 13
Shoulder clods	@ 15 1/4	@ 14
Hanging tenderloins	@ 16	@ 12
Insides, green, 6@8 lbs.	@ 16	@ 15 1/2
Outsides, green, 5@6 lbs.	@ 15 1/2	@ 13 1/2
Knuckles, green, 5@6 lbs.	@ 17	@ 14

Beef Products

Brains (per lb.)	@ 8	@ 7
Hearts	@ 10	@ 9
Tongues	@ 18	@ 13
Sweetbreads	@ 17	@ 15
Ox-tail, per lb.	@ 10	@ 8
Fresh tripe, plain	@ 9	@ 8
Fresh tripe, H. C.	@ 11 1/2	@ 11 1/2
Livers	@ 13	@ 11
Kidneys, per lb.	@ 10	@ 10

Veal

Choice carcass	@ 15	@ 16
Good carcass	@ 13	@ 14
Good saddles	@ 16	@ 19
Good racks	@ 12	@ 13
Medium racks	@ 8	@ 9

Veal Products

Brains, each	@ 8	@ 9 1/2
Sweetbreads	@ 40	@ 35
Calf livers	@ 45	@ 35

Lamb

Choice lambs	@ 19	@ 21
Medium lambs	@ 17	@ 19
Choice saddles	@ 21	@ 24
Medium saddles	@ 17	@ 22
Choice fores	@ 17	@ 21
Medium fores	@ 16	@ 20
Lamb fries, per lb.	@ 30	@ 32
Lamb tongues, per lb.	@ 15	@ 15
Lamb kidneys, per lb.	@ 20	@ 20

Mutton

Heavy sheep	@ 8 1/2	@ 9
Light sheep	@ 12	@ 13
Heavy saddles	@ 10	@ 13
Light saddles	@ 14	@ 18
Heavy fores	@ 6	@ 7
Light fores	@ 9	@ 12
Mutton legs	@ 17	@ 17
Mutton loins	@ 12	@ 12
Mutton stew	@ 6	@ 7
Sheep tongues, per lb.	@ 12 1/2	@ 12 1/2
Sheep heads, each	@ 10	@ 10

Fresh Pork and Pork Products

Pork loins, 8@10 lbs. av.	@ 23	@ 21
Picnics	@ 14 1/2	@ 15
Skinned shoulders	@ 15	@ 15 1/2
Tenderloins	@ 30	@ 30
Spare ribs	@ 14	@ 12 1/2
Back fat	@ 13	@ 11
Boston butts	@ 19	@ 19
Boneless butts, cellar trim.		
Hocks	@ 24	@ 24
Tails	@ 10	@ 11
Neck bones	@ 4 1/2	@ 5
Slip bones	@ 13	@ 13
Blade bones	@ 13	@ 12 1/2
Pigs' feet	@ 5	@ 5
Kidneys, per lb.	@ 8	@ 10
Livers	@ 9 1/2	@ 9
Brains	@ 8	@ 12
Ears	@ 6	@ 6 1/2
Snouts	@ 7	@ 8
Heads	@ 8	@ 9
Chitterlings	@ 5 1/2	@ 5 1/2

DRY SALT MEATS

Clear bellies, 14@16 lbs.	@ 16
Clear bellies, 18@20 lbs.	@ 16
Rib bellies, 25@30 lbs.	@ 15 1/2
Fat backs, 10@12 lbs.	@ 12
Fat backs, 14@16 lbs.	@ 13 1/2
Regular plates	@ 12
Jowl butts	@ 10 1/2

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper	23 1/2 @ 24 1/2
Fancy skd. hams, 14@16 lbs., parchment paper	24 1/2 @ 25 1/2
Standard reg. hams, 14@16 lbs., plain	21 @ 22
Picnics, 4@8 lbs., short shank, plain	19 @ 20
Picnics, 4@8 lbs., long shank, plain	16 1/2 @ 17 1/2
Fancy bacon, 6@8 lbs., parchment paper	27 1/2 @ 28 1/2
Standard bacon, 6@8 lbs., plain	24 1/2 @ 25 1/2
No. 1 beef ham sets, smoked	
Insides, 5@12 lbs.	29 @ 30
Outsides, 5@9 lbs.	26 @ 27
Knuckles, 5@9 lbs.	26 @ 27
Cooked hams, choice, skin on, fattened	@ 37 1/2
Cooked hams, choice, skinless, fattened	@ 38
Cooked picnics, skin on, fattened	@ 26
Cooked picnics, skinned, fattened	@ 27

BARRELED PORK AND BEEF

Mess pork, regular	@ 30.50
Family back pork, 24 to 34 pieces	@ 29.00
Family back pork, 35 to 45 pieces	@ 29.00
Clear back pork, 40 to 50 pieces	@ 29.50
Clear plate pork, 25 to 35 pieces	@ 24.00
Bean pork	@ 26.00
Brisket, pork	@ 30.00
Plate beef	@ 20.50
Extra plate beef, 200-lb. bbls.	@ 21.00

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$21.00
Lamb tongue, short cut, 200-lb. bbl.	\$1.50
Regular tripe, 200-lb. bbl.	\$1.50
Honeycomb tripe, 200-lb. bbl.	\$2.50
Pocket honeycomb tripe, 200-lb. bbl.	\$2.00

LARD

Prime steam, cash, Bd. Trade	\$ @ 11.40n
Prime steam, loose, Bd. Trade	@ 10.75n
Refined lard, tierces, f.o.b. Chgo.	@ .12c
Kettle rend., tierces, f.o.b. Chgo.	@ .13c
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ .13c
Neutral, in tierces, f.o.b. Chicago	@ .14
Compound, veg., tierces, c.a.f.	@ .13

OLEO OIL AND STEARINE

Extra oleo oil	12 @ 12 1/2
Prime No. 2 oleo oil	11 1/2 @ 11 1/2
Prime oleo stearine, edible	9 1/2 @ 10

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.	
Valley points, prompt	@ 9
White deodorized, in bbls., f.o.b. Chgo.	11 @ 11 1/2
Yellow, deodorized	11 @ 11 1/2
Soap stock, 50% f.a. f.o.b. mills	24 @ 24
Soya bean oil, f.o.b. mills	8 1/2 @ 9
Corn oil, in tanks, f.o.b. mills	8 1/2 @ 9
Cocanut oil, sellers' tanks, f.o.b. coast	6 1/2 @ 6 1/2
Refined in bbls., f.o.b. Chicago	nom. 12

OLEOMARGARINE

White domestic vegetable margarine	@ 16 1/2
White animal fat margarine, in 1 lb. cartons, rolls or prints	@ 16 1/2
Nut, 1-lb. cartons	@ 14
Puff paste (water churned)	@ 14 1/2
(milk churned)	@ 15 1/2

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@ 28
Country style sausage, fresh in link	@ 23 1/2
Country style sausage, fresh in bulk	@ 20 1/2
Country style sausage, smoked	@ 25 1/2
Frankfurters, in sheep casings	@ 25
Frankfurters, in hog casings	@ 23
Bologna in beef bungs, choice	@ 19
Bologna in beef middles, choice	@ 21
Liver sausage in beef rounds	@ 15 1/2
Liver sausage in hog bungs	@ 18
Smoked liver sausage in hog bungs	@ 19
Head cheese	@ 17 1/2
New England luncheon specialty	@ 24
Mince luncheon specialty, choice	@ 19 1/2
Tongue sausage	@ 28
Blood sausage	@ 17
Souse	@ 18 1/2
Polish sausage	@ 22 1/2

DRY SAUSAGE

Cervelat, choice, in hog bungs	@ 40
Thuringer cervelat	@ 21 1/2
Farmer	@ 27
Holsteiner	@ 25
B. C. salami, choice	@ 35
Milan salami, choice in hog bungs	@ 37
B. C. salami, new condition	@ 45
Frisses, choice, in hog middles	@ 35
Genoa style salami, choice	@ 44
Pepperoni	@ 38
Moradella, new condition	@ 19 1/2
Capicola	@ 48
Italian style hams	@ 37
Virginia hams	@ 48

SAUSAGE IN OIL

Bologna style sausage, in beef rounds—	
Small tins, 2 to crate	\$.57.50
Frankfurt style sausage, in sheep casings—	
Small tins, 2 to crate	\$.75.00
Smoked link sausage, in hog casings—	
Small tins, 2 to crate	\$.67.50

SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings	@ 12 1/2
Special lean pork trimmings	@ 17
Extra lean pork trimmings	@ 17 1/2
Pork cheek meat	@ 11 1/2
Pork hearts	@ 7 1/2
Pork livers	@ 7 1/2
Native boneless bull meat (heavy)	@ 13 1/2
Shank meat	@ 11 1/2
Boneless chucks	@ 12 1/2
Beef trimmings	@ 10 1/2
Beef cheeks (trimmed)	@ 11
Dressed canners, 350 lbs. & up	@ 8 1/2
Dressed cutter cows, 400 lbs. and up	@ 10 1/2
Dr. bologna bulls, 600 lbs. and up	@ 10 1/2
Pork tongues, canner trim, S. P.	@ 13 1/2

CURING MATERIALS

Nitrite of soda (Chgo. w' hse stock)	Cwt.
In 425-lb. bbls., delivered	\$ 9.00
Salt peter, less than ton lots:	
Dbl. refined granulated	6.40
Small crystals	7.40
Medium crystals	7.75
Large crystals	8.15
Dbl. red. gran. nitrate of soda	3.50
Salt, per ton, in minimum car of 50,000 lbs. only, f.o.b. Chicago:	
Granulated	6.80
Medium, undried	9.30
Medium, dried	9.30
Rock	6.80
Sugar—	
Raw, 96 basis, f.o.b. New Orleans	@ 3.45
Second sugar, 90 basis	None
Standard gran., f.o.b. refiners (2%)	@ 4.80
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	@ 4.30
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	@ 4.20
Dextrose, in car lots, per cwt.	@ 4.11

(Continued on page 55)

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

BEFORE YOU BUY

Investigate What These Packers Offer

HONEY BRAND

**HAMS—BACON
DRIED BEEF**



HYGRADE

**Beef—Veal
Lamb—Sausage**

HYGRADE'S Original WEST VIRGINIA HAM

HYGRADE FOOD PRODUCTS CORP. 30 Church St.
New York, N.Y.



Philadelphia Scrapple a Specialty

John J. Felin & Co., Inc.

4142-60 Germantown Ave., Philadelphia, Pa.
New York Branch: 407-409 West 13th Street

Hams
Bacon
Lard
Delicatessen

**BEEF · BACON
SAUSAGE · LAMB**

New York, N. Y.
408 West 14th Street

The Easkay Co. of North Carolina
230 S. Liberty St., Annex, Winston Salem

ESSKAY
QUALITY

The WM. SCHLUDERBERG—T. J. KURDLE CO.

Main Office and Plant
BALTIMORE, MD.
3800 E. BALTIMORE ST.

Richmond, Va.
Hermitage Rd. & S. A. L. R. R.

**VEAL · PORK
SHORTENING · HAM**

Washington, D. C.
908-14 G St., N. W.

Roanoke, Va.
317 E. Campbell Ave.

PROFIT

by Purchasing

Straight and Mixed Cars of Fresh and Cured PORK PRODUCTS

from

UNION STOCK YARDS ·

THE P. BRENNAN COMPANY

CHICAGO, ILLINOIS



**Liberty
Bell Brand**

Hams—Bacon—Sausages—Lard—Scrapple
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION

ALLENTOWN, PA.

Wilmington Provision Company

TOWER BRAND MEATS

*Slaughterers of Cattle, Hogs,
Lambs and Calves*

U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE



PORK PRODUCTS—SINCE 1876
The H. H. MEYER PACKING CO.

Cincinnati, Ohio

Chicago Markets

(Continued from page 53.)

SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, Prime	16 1/2	18
Resifted	17	18 1/2
Chili Pepper	22	23 1/2
Chili Powder, Fancy	27	31
Cloves, Amboy	27	31
Madagascar	20	23 1/2
Zanzibar	21 1/2	24
Glazer, Jamaica	18	20
African	65	70
Mace, Fancy Banda	60	65
E. I. & W. I. Blend	22 1/2	25 1/2
Mustard Flour, Fancy	22 1/2	25 1/2
No. 1	22 1/2	25 1/2
Nutmeg, Fancy Banda	21 1/2	24 1/2
East India	21 1/2	24 1/2
B. I. & W. I. Blend	19 1/2	22 1/2
Paprika, Extra Fancy	28	31
Fancy	26 1/2	29 1/2
Hungarian, Fancy	24	27
Paprika Sweet Red Pepper	26 1/2	29 1/2
Pimento (220-lb. bbls.)	28 1/2	31 1/2
Pepper, Cayenne	23	26 1/2
Red Pepper, No. 1	10 1/2	12 1/2
Pepper, Black Alepp	7 1/2	9 1/2
Black Lampong	11	12 1/2
Black Tellicherry	12	13 1/2
White Java Muntok	11 1/2	13
White Singapore	12 1/2	14 1/2
White Packers	12 1/2	14 1/2

SEEDS AND HERBS

	Whole.	Ground.
	Per lb.	Per lb.
Caraway Seed	9 1/2	11 1/2
Celery Seed, French	22 1/2	26 1/2
Cumin Seed	10 1/2	13
Coriander Morocco Bleached	8	10
Coriander Morocco Natural No. 1	7	9 1/2
Mustard Seed, Cal. Yellow	9	11
American	8	10
Marjoram, French	20	24
Oregano	17	20
Sage, Dalmatian Fancy	8 1/2	10
Dalmatian No. 1, Fancy	8 1/2	10 1/2

SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack	@.15
Domestic rounds, 140 pack	@.29
Export rounds, wide	@.40
Export rounds, medium	@.28
Export rounds, narrow	@.38
No. 1 weasands	@.05
No. 2 weasands	@.03 1/2
No. 1 bungs	@.20
No. 2 bungs	@.10
Middles, regular	@.30
Middles, select, wide, 2 1/2 in.	@.45
Middles, select, extra wide, 2 1/2 in. and over	@.85
Dried binders:	
12-15 in. wide, flat	.75
10-12 in. wide, flat	.60
8-10 in. wide, flat	.50
6-8 in. wide, flat	.30
Hog casings:	
Narrow, per 100 yds.	2.25
Narrow, special, per 100 yds.	2.20
Medium, regular	2.10
English medium	1.90
Wide, per 100 yds.	1.25
Extra wide, per 100 yds.	1.00
Export bungs	.28
Large prime bungs	.20
Medium prime bungs	.14
Small prime bungs	.10
Middle, per set	.18
Stomachs	.08

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, medium	\$ 9.65
Cows, common and medium	6.75 @ 8.00
Cows, low cutter and cutter	5.00 @ 6.50
Bulls, cutter to medium	5.50 @ 7.50

LIVE CALVES

Vealers, good to choice	\$10.00 @ 11.50
Vealers, common and medium	7.50 @ 9.75
Calves, small	5.00 @ 8.00

LIVE LAMBS

Lambs, good to choice, spring	\$ 14.00
Lambs, good to choice, clipped	@ 11.50
Lambs, common to medium	@ 9.00

LIVE HOGS

Hogs, good to choice, 170-230 lbs.	\$ 10.45
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DRESSED BEEF

City Dressed.

Choice, native, heavy	21 @ 23
Choice, native, light	20 @ 22
Native, common to fair	17 1/2 @ 19 1/2

Western Dressed Beef.

Native steers, 600 @ 800 lbs.	20 @ 22
Native choice yearlings, 440 @ 600 lbs.	20 @ 22
Good to choice heifers	18 @ 19
Good to choice cows	15 @ 16
Common to fair cows	12 @ 13
Fresh bologna bulls	11 @ 12

BEEF CUTS

	Western	City
No. 1 ribs	26 @ 28	27 @ 30
No. 2 ribs	23 @ 25	24 @ 26
No. 3 ribs	20 @ 22	21 @ 23
No. 1 loins	42 @ 46	45 @ 50
No. 2 loins	35 @ 38	40 @ 44
No. 3 loins	25 @ 30	34 @ 38
No. 1 hinds and ribs	24 @ 26	25 @ 28
No. 2 hinds and ribs	21 @ 23	21 @ 24
No. 1 rounds	19 @ 19 1/2	19 @ 20
No. 2 rounds	17 @ 17 1/2	18 @ 18 1/2
No. 3 rounds	16 @ 17	17 @ 17 1/2
No. 1 chucks	17 @ 17	17 @ 17
No. 2 chucks	16 @ 16	16 @ 16
No. 3 chucks	15 @ 15	15 @ 15
Bolognas	11 1/2 @ 12 1/2	
Rolls, reg. 6 @ 8 lbs. av.	23 @ 25	
Rolls, reg. 4 @ 6 lbs. av.	18 @ 20	
Tenderloins, 4 @ 6 lbs. av.	50 @ 60	
Tenderloins, 5 @ 6 lbs. av.	50 @ 60	
Shoulder clods	12 @ 14	

DRESSED VEAL

Good	16 @ 17
Medium	15 @ 16
Common	13 @ 15

DRESSED SHEEP AND LAMBS

Lambs, spring, prime	23 @ 24
Lambs, spring, good	22 @ 23
Lambs, prime to choice	20 @ 21
Lambs, good	19 @ 20
Lambs, medium	18 @ 19
Sheep, good	11 @ 13
Sheep, medium	9 @ 11

DRESSED HOGS

Hogs, good and choice (90-140 lbs.)	\$14.75 @ 15.25
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FRESH PORK CUTS

Pork loins, fresh, Western, 10 @ 12 lbs.	@ 23 1/2
Pork tenderloins, fresh	@ 24
Pork tenderloins, frozen	@ 23
Shoulders, Western, 10 @ 12 lbs. av.	@ 18
Butts, boneless, Western	@ 22
Butts, regular, Western	@ 21
Hams, Western, fresh, 10 @ 12 lbs. av.	@ 23
Picnic hams, West. fresh, 6 @ 8 lbs. av.	@ 17
Pork trimmings, extra lean	@ 21
Pork trimmings, regular 50% lean	@ 15
Spareribs	@ 15

SMOKED MEATS

Regular hams, 8 @ 10 lbs. av.	25 @ 26
Regular hams, 10 @ 12 lbs. av.	24 1/2 @ 25
Regular hams, 12 @ 14 lbs. av.	24 @ 25
Skinned hams, 10 @ 12 lbs. av.	26 @ 27
Skinned hams, 12 @ 14 lbs. av.	25 @ 26
Skinned hams, 16 @ 18 lbs. av.	24 1/2 @ 25
Skinned hams, 18 @ 20 lbs. av.	24 1/2 @ 25
Picnics, 4 @ 6 lbs. av.	18 @ 19
Picnics, 6 @ 8 lbs. av.	18 @ 19
City pickled bellies, 8 @ 12 lbs. av.	22 @ 24
Bacon, boneless, Western	27 @ 28
Bacon, boneless, city	27 @ 28
Kollettes, 8 @ 10 lbs. av.	21 @ 22
Beef tongue, light	21 @ 22
Beef tongue, heavy	23 @ 24

FANCY MEATS

Fresh steer tongues, untrimmed	16c a pound
Fresh steer tongues, l. c. trimmed	28c a pound
Sweetbreads, beef	35c a pound
Sweetbreads, veal	70c a pair
Beef kidneys	12c a pound
Mutton kidneys	4c each
Livers, beef	29c a pound
Oxtails	18c a pound
Beef hanging tenders	25c a pound
Lamb fries	12c a pair

BUTCHERS' FAT

Shop fat	@ 3.75 per cwt.
Butter fat	@ 4.50 per cwt.
Edible suet	@ 6.25 per cwt.
Inedible suet	@ 5.00 per cwt.

GREEN CALFSKINS

	5-9 9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 Veals	25 2.95	3.15	3.50	3.65
Prime No. 2 Veals	24 2.75	2.95	3.00	3.35
Buttermilk No. 1	23 2.65	2.85	2.90	
Buttermilk No. 2	21 2.50	2.70	2.75	
Branded Gruby	11 1.45	1.60	1.65	1.90
Number 3	11 1.45	1.60	1.65	1.90

BONES AND HOOFES

	Per ton
Round shins, heavy, delivered basis	\$80.00
Round shins, light, delivered basis	70.00
Flat shins, heavy, delivered basis	65.00
Flat shins, light, delivered basis	60.00
Thighs, blades and buttocks	60.00
White hoofs	50.00
Black and striped hoofs	40.00

COOPERAGE

(Prices at Chicago.)

Ash pork barrels, black hoops	\$1.47 1/2 @ 1.50
Ash pork barrels, galv. hoops	1.55 @ 1.57 1/2
Oak pork barrels, black hoops	1.37 1/2 @ 1.40
Oak pork barrels, galv. hoops	1.45 @ 1.47 1/2
White oak ham tierces	2.32 1/2 @ 2.35
Red oak lard tierces	2.07 1/2 @ 2.10
White oak lard tierces	2.17 1/2 @ 2.20

Susie Sausage says:-



me Chinese girl! Velly sweet and juicy allee way through. Natural casings straight from China—that's why!

S. OPPENHEIMER & Co., Inc.

610 ROOT STREET

470 WASHINGTON STREET

Chicago

New York

Classified ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Position Wanted

Packhouse Supt.

Available soon, superintendent with years of practical all-around plant operating experience. Medium or small plant, all departments, beef or pork, killing, cutting, processing, manufacturing, etc., and mechanical supervision. Handle labor efficiently; produce results with minimum operating costs. References. W-750, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausage Foreman

Young sausage foreman, wide thorough experience, practical and technical in both large and small plants wishes new connection with reliable firm. Can adjust difficulties and make money for you. Good references; steady, sober, industrious. W-749, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Plant Manager

Young man, 20 years' packhouse experience in sales manufacturing, slaughtering, all packhouse departments. Acquainted with West, Central West, Eastern Seaboard. Has handled large plants, large sales organizations. Steady worker, understands economical operations and sales development. Now employed, available June 1. W-747, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausage Foreman

Experienced sausage maker and capable foreman. Thoroughly qualified through training and many years' experience to produce standard and high-grade sausage, loaves, specialties and baked and boiled hams. Excellent references. Steady and sober. Married. Can go anywhere. W-746, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Men Wanted

Salesman

Wanted, salesman with following among sausage manufacturers to represent large grinder of quality spices. Commission basis. State territory covered and lines you are selling at present. W-735, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Tank Man

Wanted, tank man for dry rendering system to take charge of tank room. W-751, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausagemakers Wanted

If you are a first-class sausage maker, thoroughly experienced in making the best sausage and meat loaf specialties as well as curing, we want to hear from you. Send details of your experience, whether married or single, age, preference for locality and any other pertinent information. Only wide-awake, aggressive, responsible, steady men need apply.

W-752

THE NATIONAL PROVISIONER
407 S. Dearborn St., Chicago

Men Wanted

Casing Salesman

Indiana, Ohio and Michigan territory available for man acquainted with this trade. All replies considered confidential. W-742, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Salesmen Wanted

See our advertisement on
Page 46 of this issue

QUICK CURE BRINE PRODUCTS, Inc.

Sausagemaker

Wanted, first-class sausage maker in Middle West, who can take complete charge of factory, making from 35,000 lbs. to 50,000 lbs. per week. Must be practical, experienced man able to manufacture full line sausage products, specialties, loaves, etc., and make a strictly high-grade product. Must be able to handle help successfully, must be sober and trustworthy. Good salary to right party. This is permanent position, don't want any floaters. Give full address and references, so we can telegraph you. W-748, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Equipment for Sale

Bacon Slicer

For sale, U. S. Link-Belt power bacon slicer. General Electric motor, 3-phase, 60-cycle, 220-volts, 2-H.P. One year to pay. Price \$385.00. Wilmington Provision Co., Wilmington, Del.

Used Packinghouse Equipment

For sale, 24-ton Frick ice machine with steam engine. Brownell boiler, Gem City boiler, Permutit water softener, cattle scale, track-scales, pumps, lard cooking tank, blowers, tallow tanks, other items. For list and full particulars write to Geo. H. Alten, P. O. Box 428, Lancaster, Ohio.

Used Equipment for Sale

3 Anderson No. 1 Oil Expellers, motor driven, with 15-H.P., AC motors, complete with tempering apparatus; 2 Anderson RB Expellers; two 4 ft. x 9 ft. Mechanical Mfg. Co. Lard Rolls; 1 Albright-Nell 2½ ft. x 5 ft. Jacketed Dryer; 3 Bartlett & Snow Jacketed Digesters or Tankage Dryers; one 24 in. x 20 in. Type "B" Jeffrey Hammer Mill; one 24 in. x 16 in. Gruendler Hammer Mill; 2 Jay-Bee Hammer Mills, No. 2, No. 3, for Cracklings; 2 Mechanical Mfg. Co. Double Arm Meat Mixers; 1 Buffalo No. 25 Silent Cutter; 1 No. 41 Enterprise Meat Chopper; 1 "Boss" No. 166 Meat Chopper. Miscellaneous: Cutters, Grinders, Melters, Cookers, Rendering Tanks, Hydraulic Presses, Kettles, Pumps, etc. What have you for sale? Send us a list.

CONSOLIDATED PRODUCTS COMPANY
14-19 Park Row, New York, N. Y.
Shops and Plant
331 Doremus Ave., Newark, N. J.

Business Opportunities

Retail Market

First-class retail market in Ridge-wood section of Brooklyn, N. Y. All modern equipment. Complete sausage kitchen. Address J-K, c/o Brand Bros., 410-412 E. 49th St., New York City.

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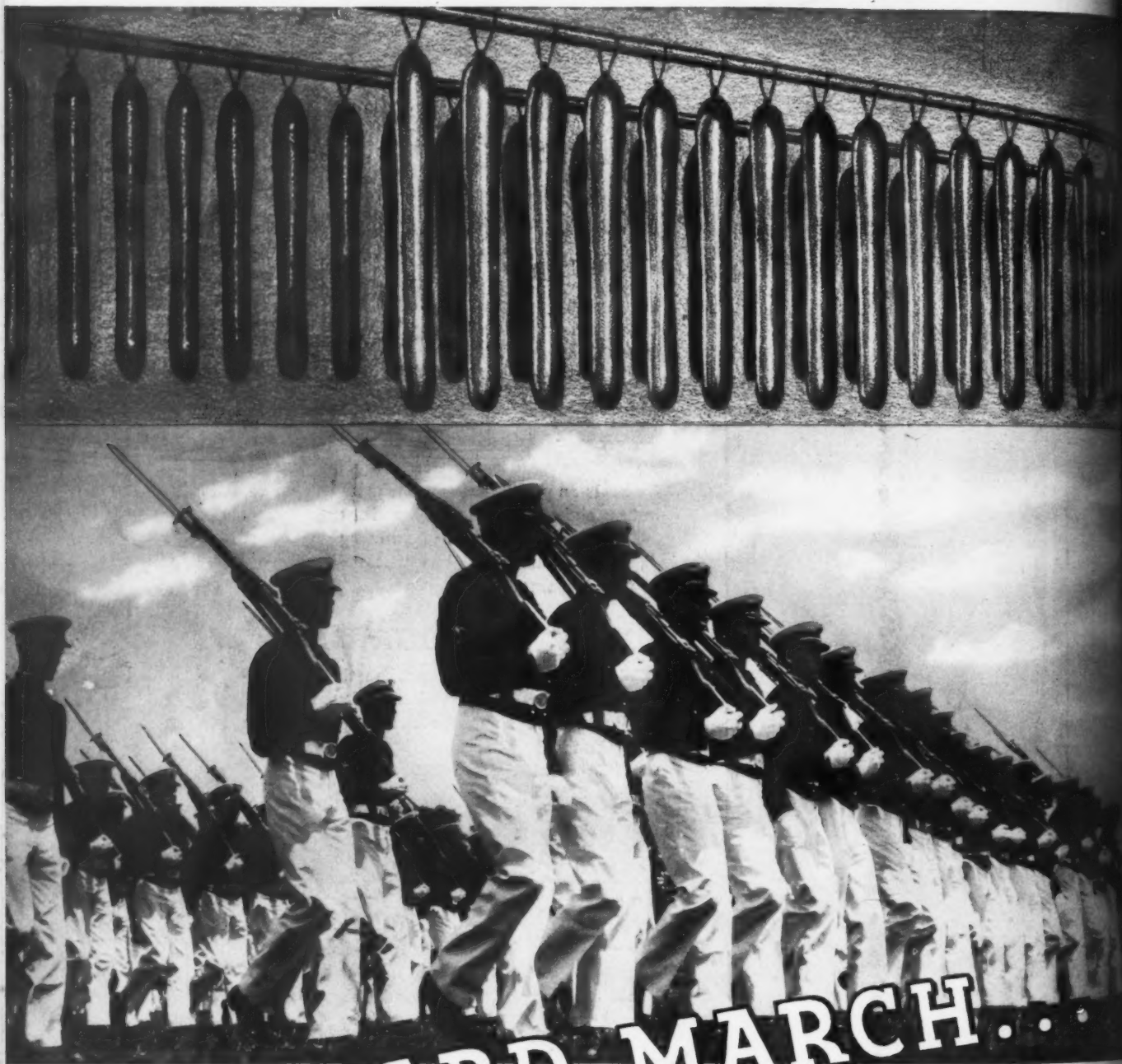
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